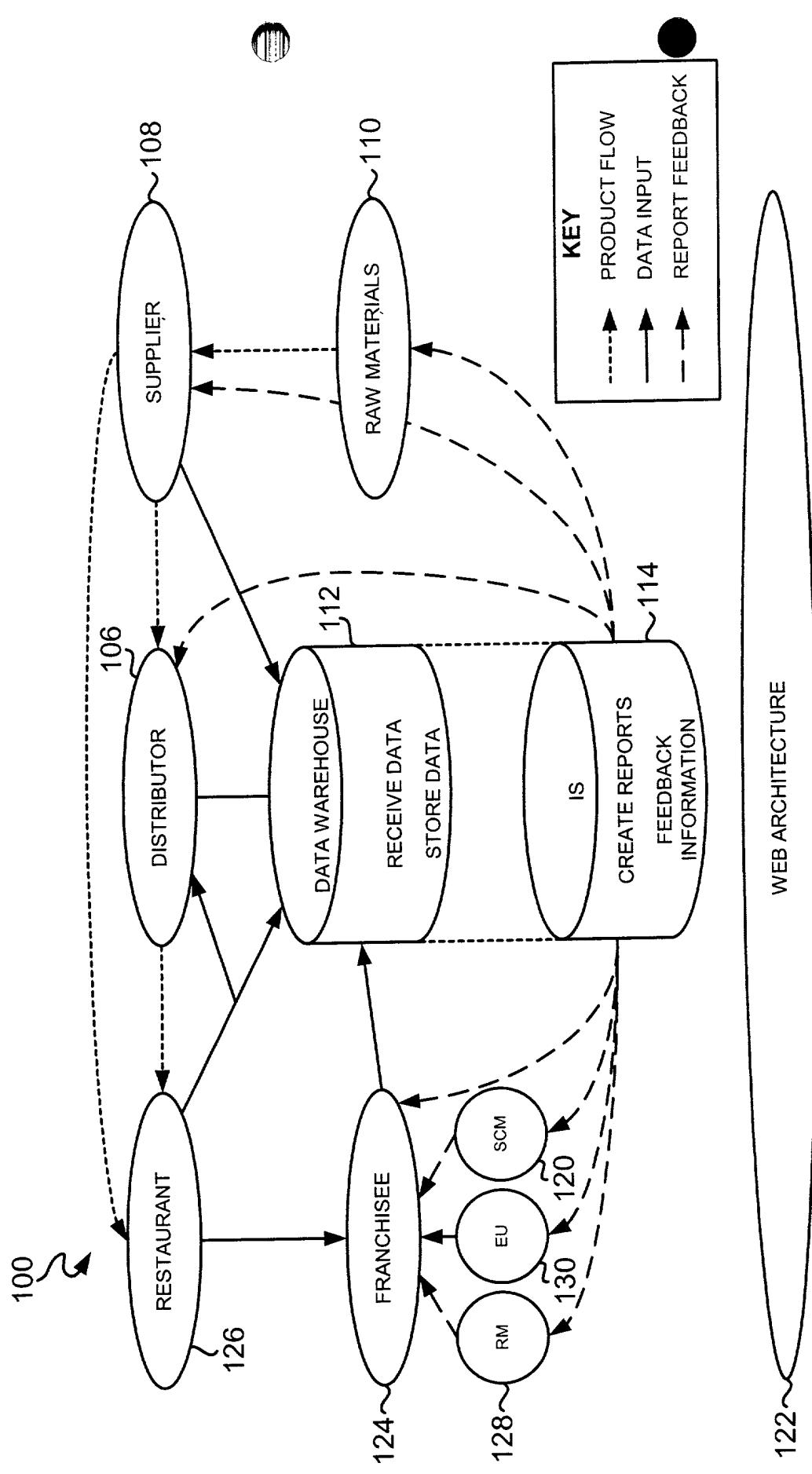
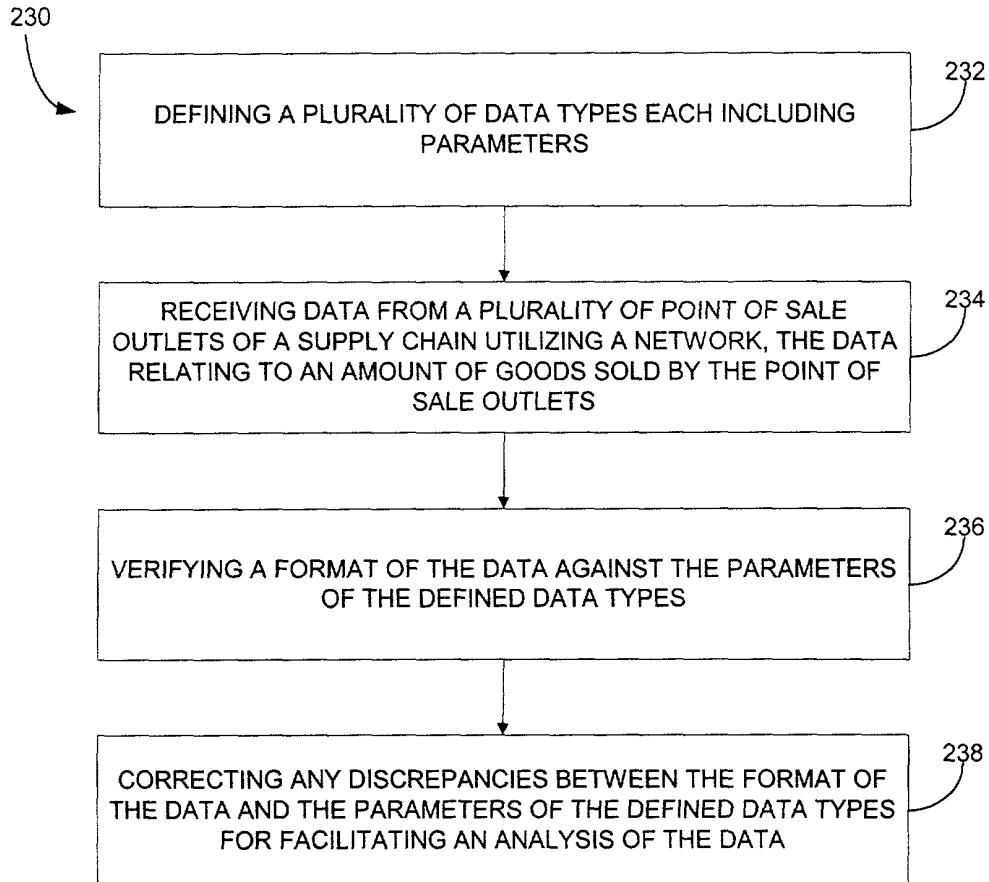


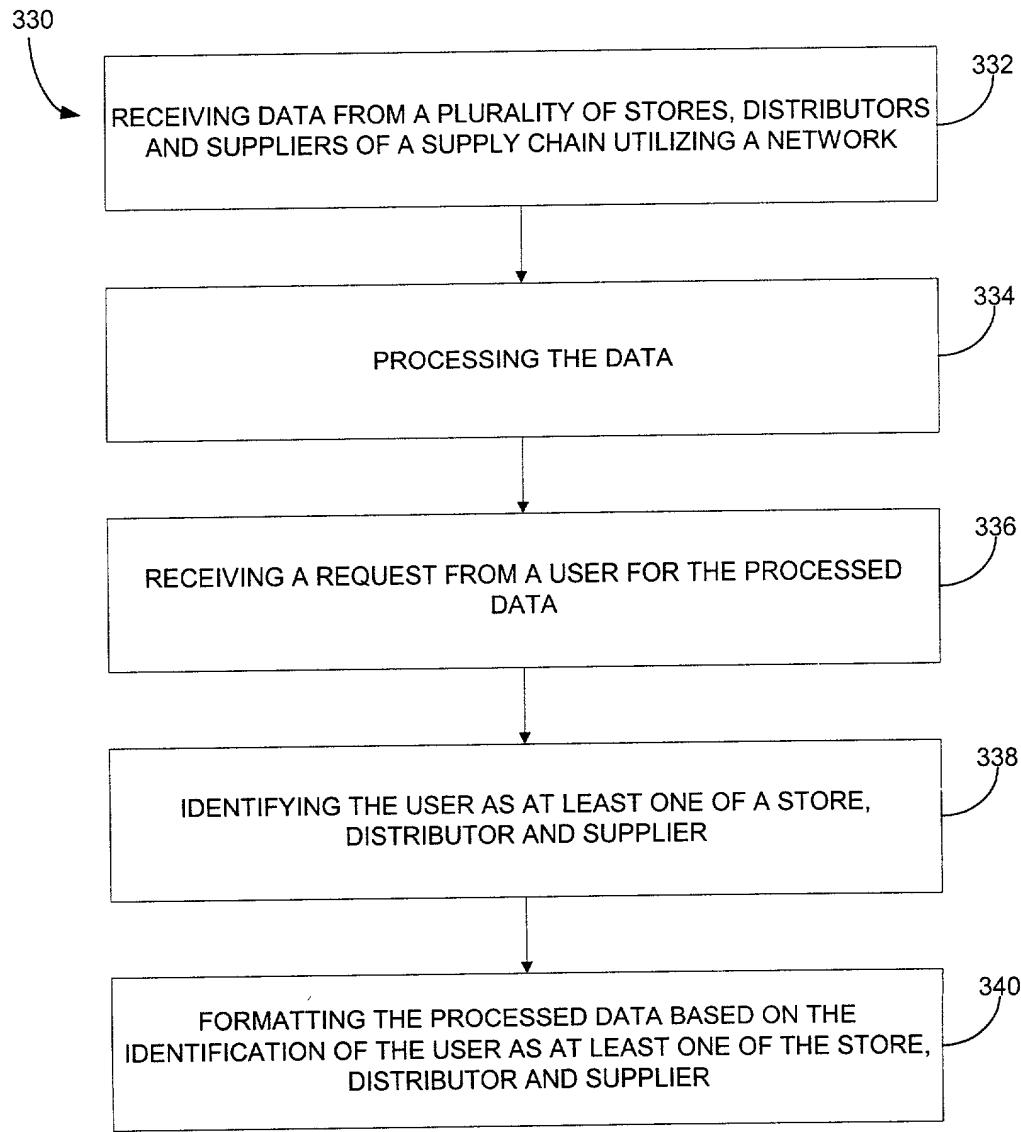
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

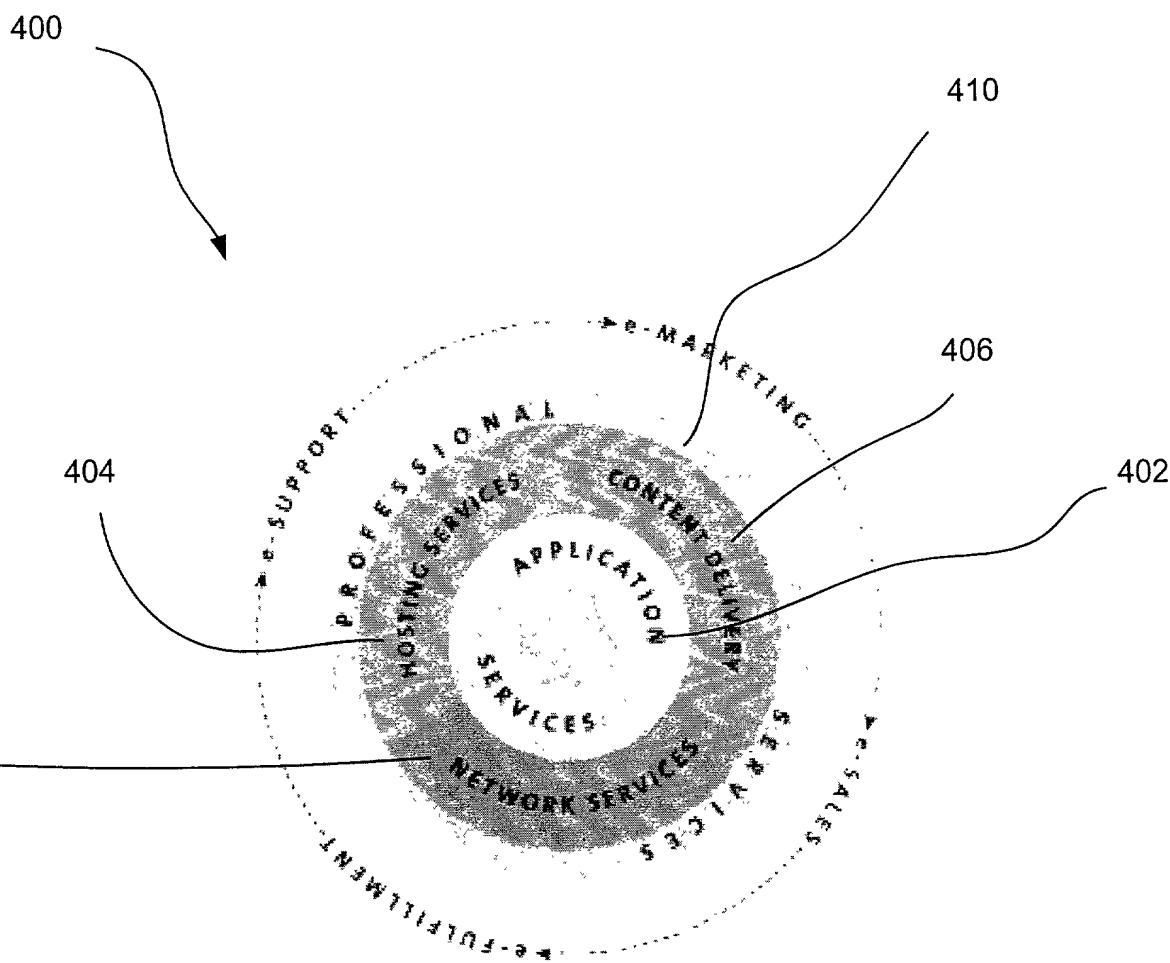
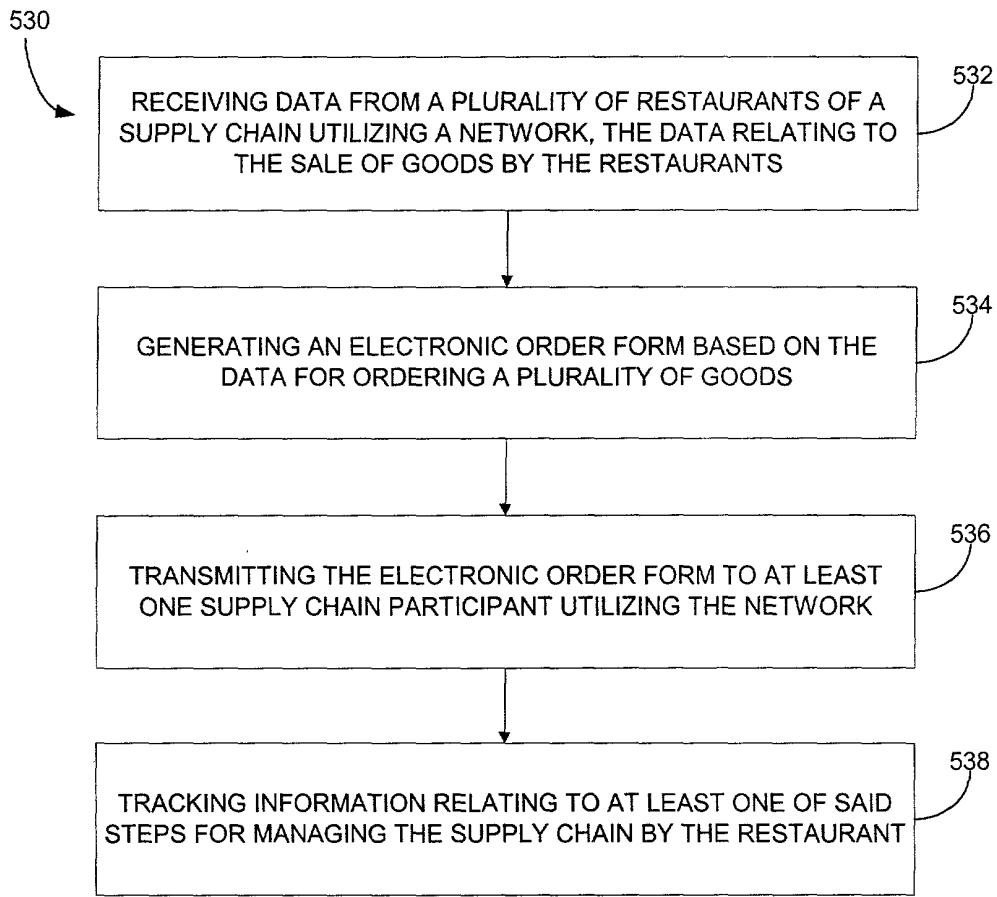
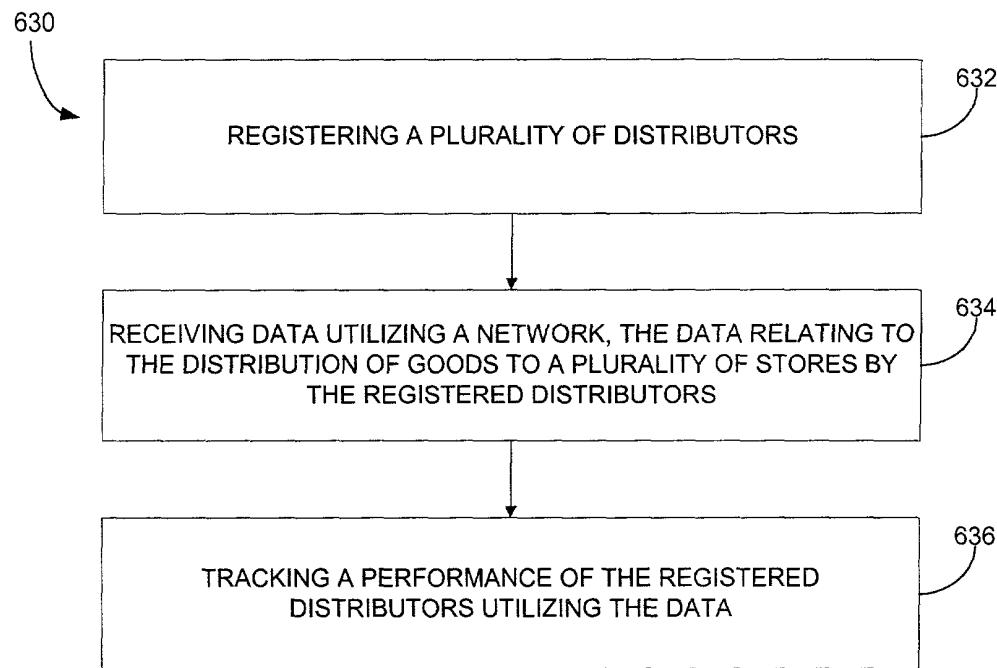


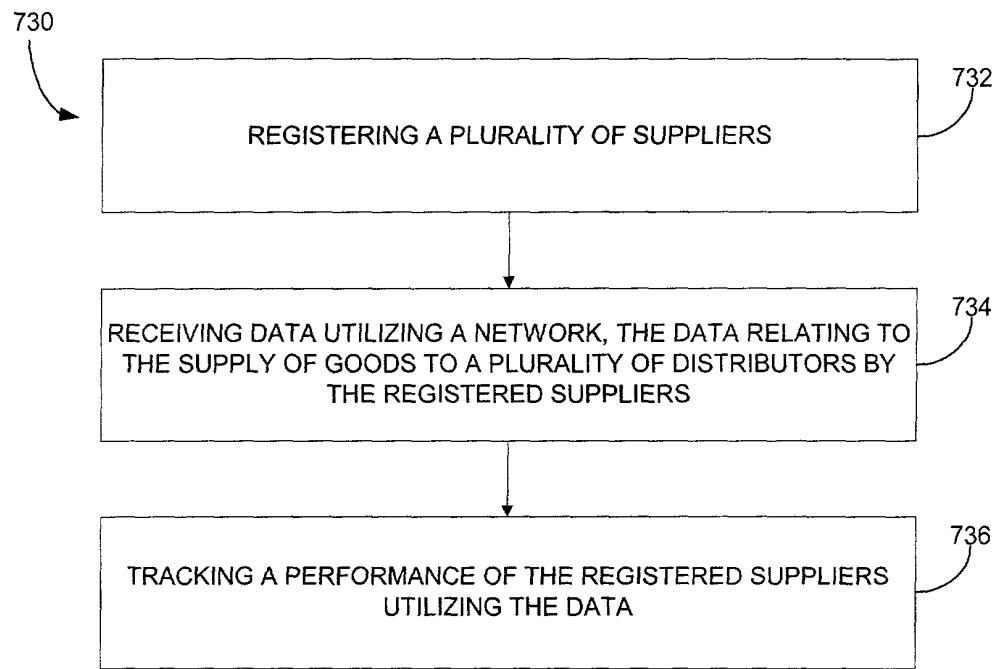
Fig. 4



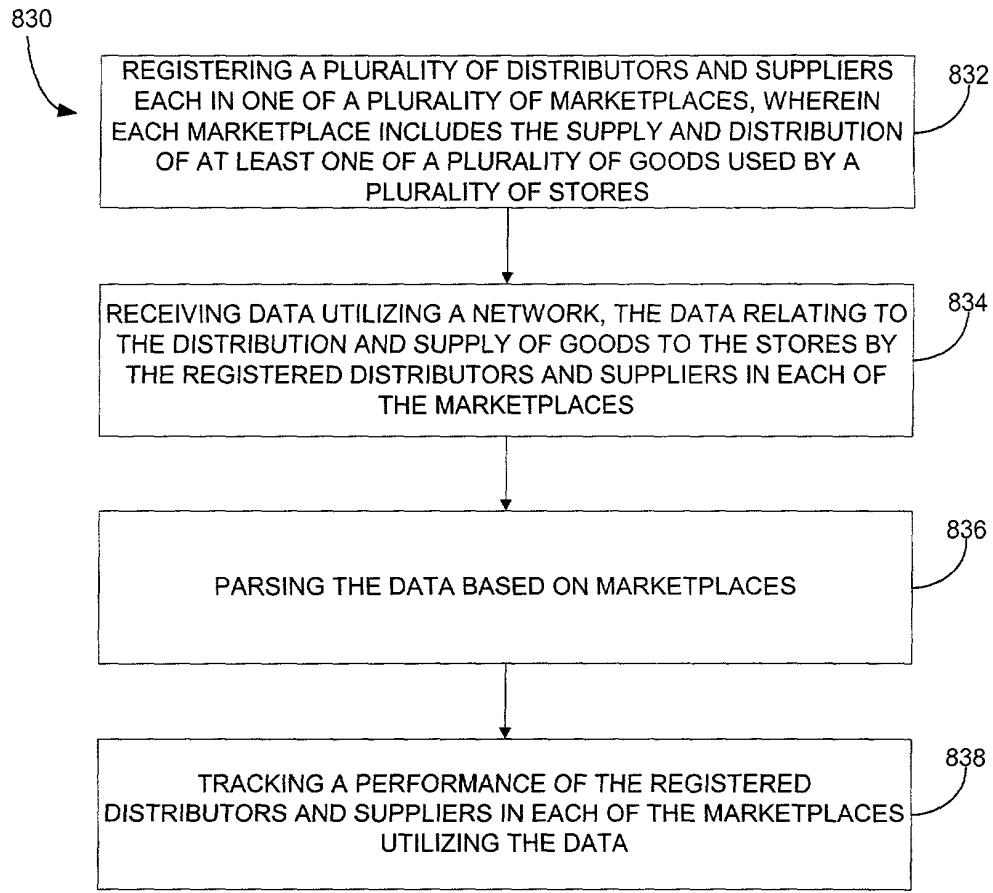
**FIG. 5**



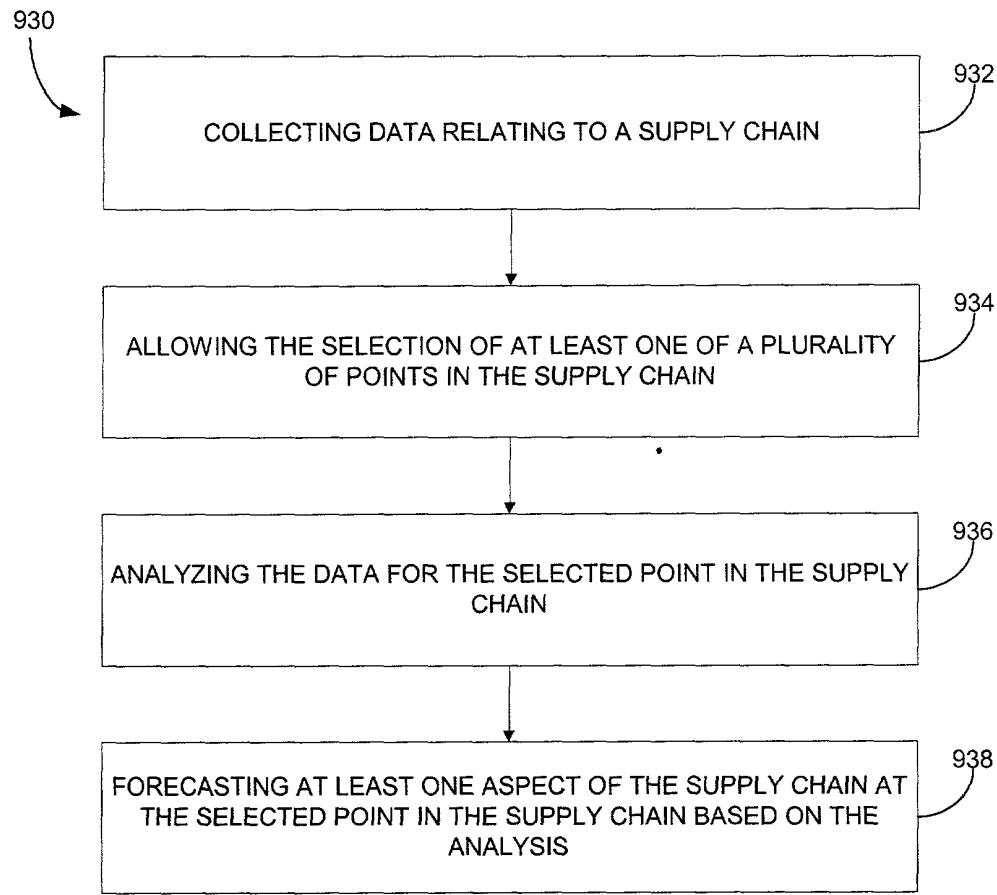
**FIG. 6**



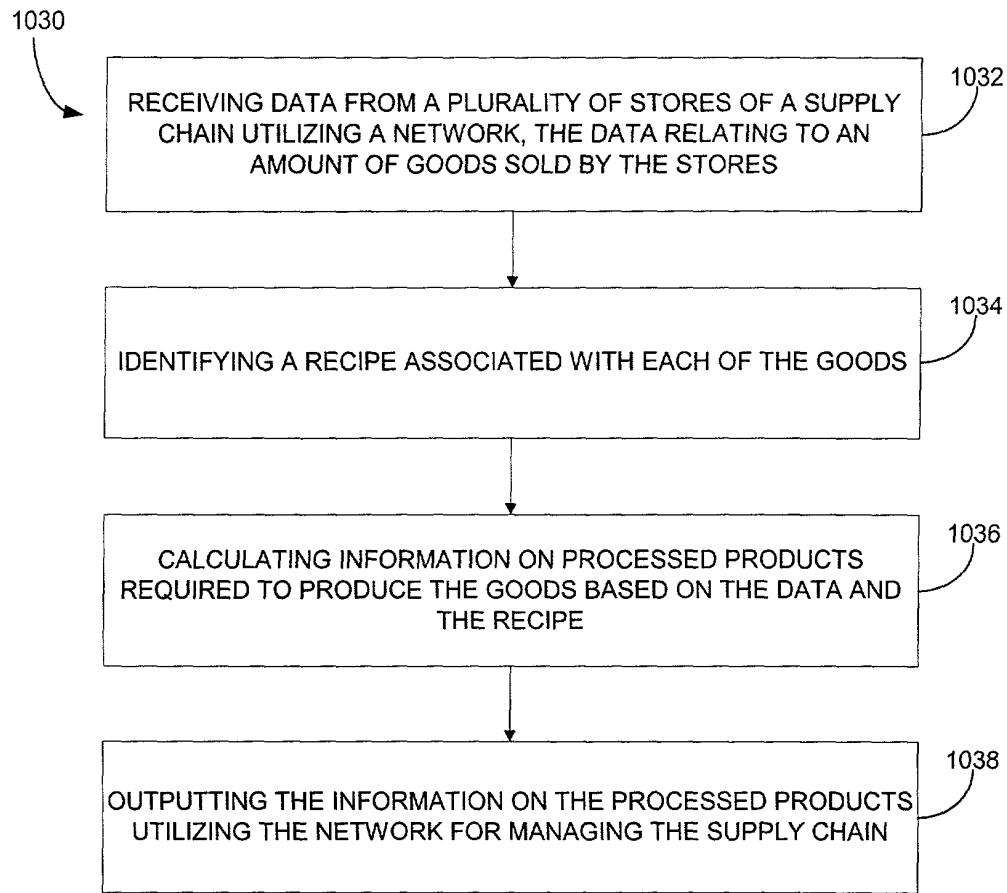
**FIG. 7**



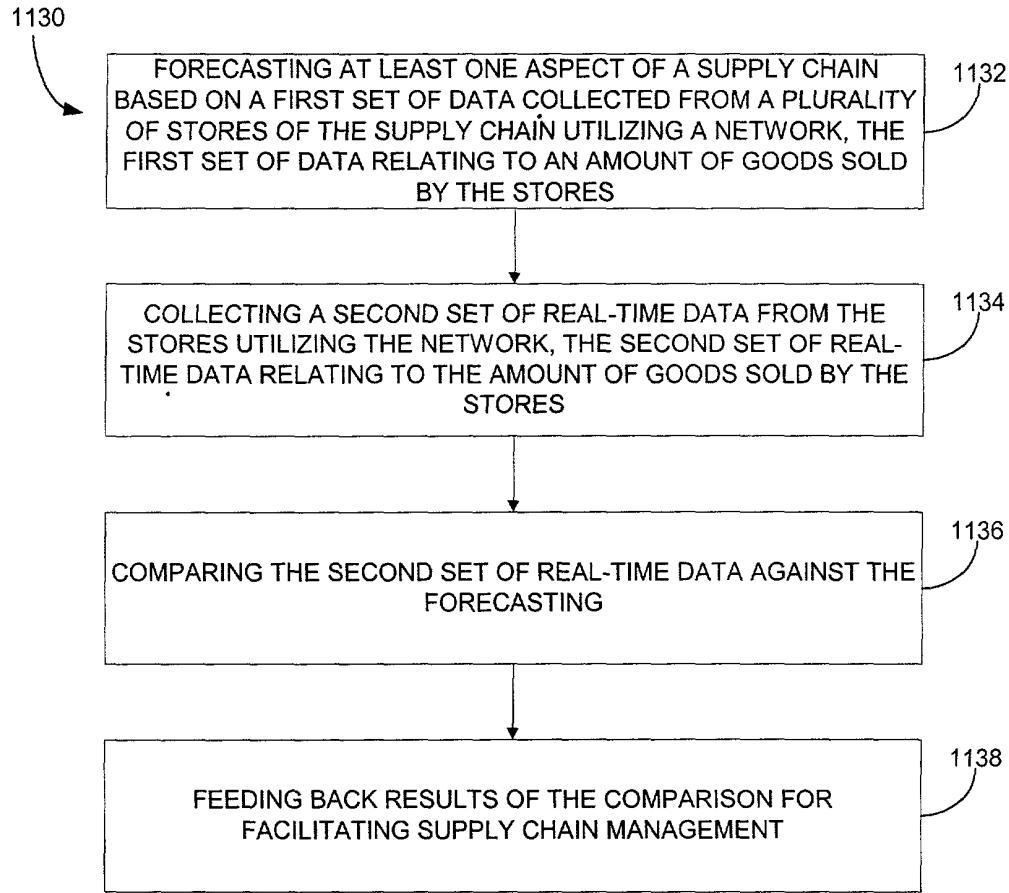
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

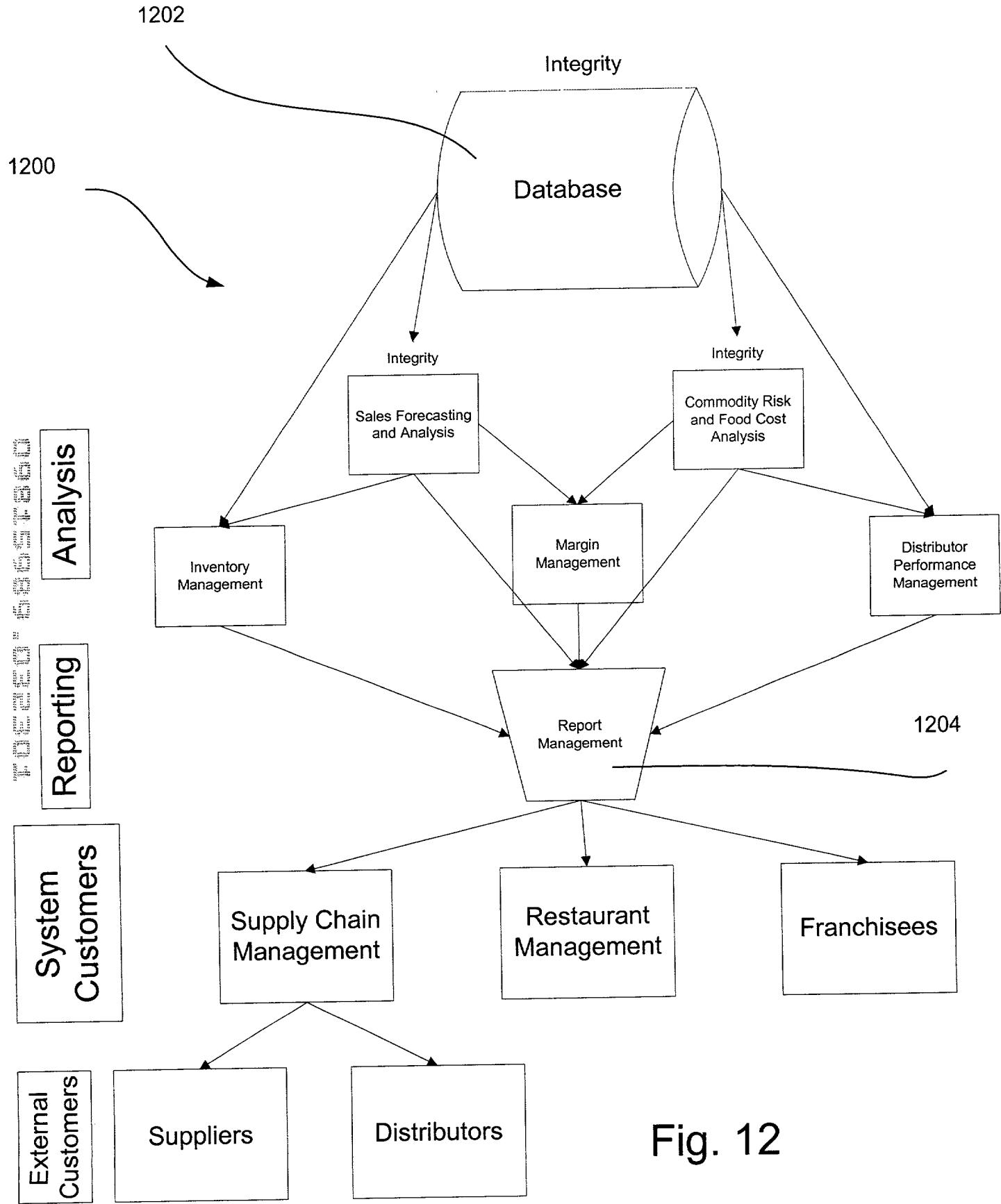
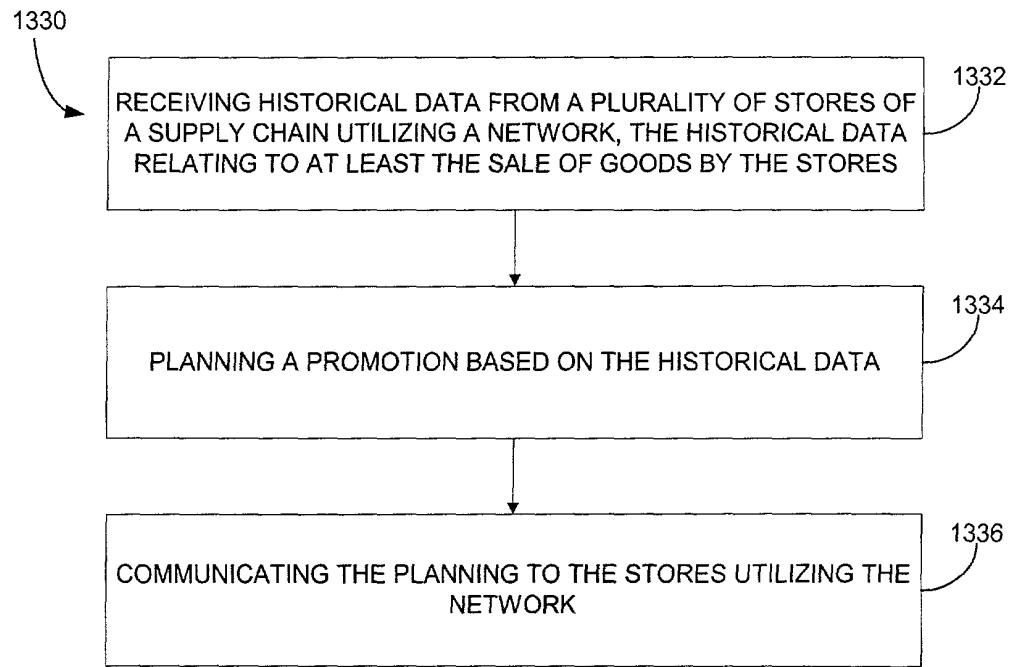
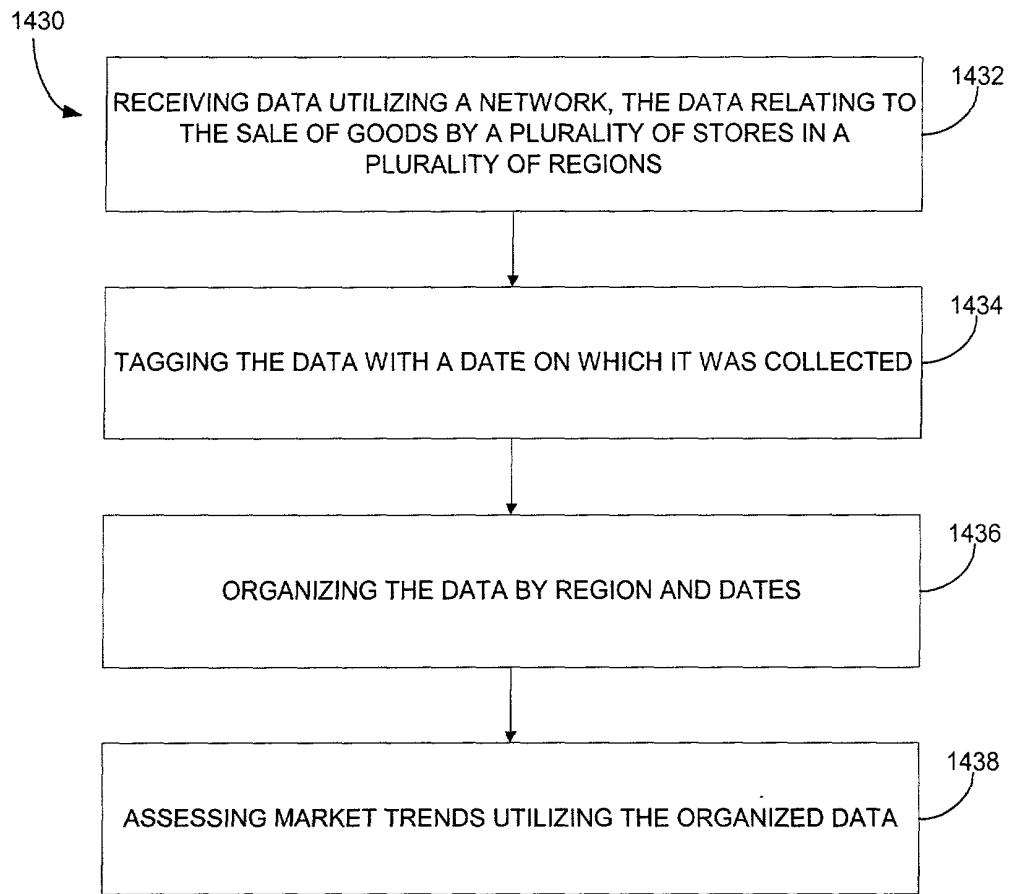


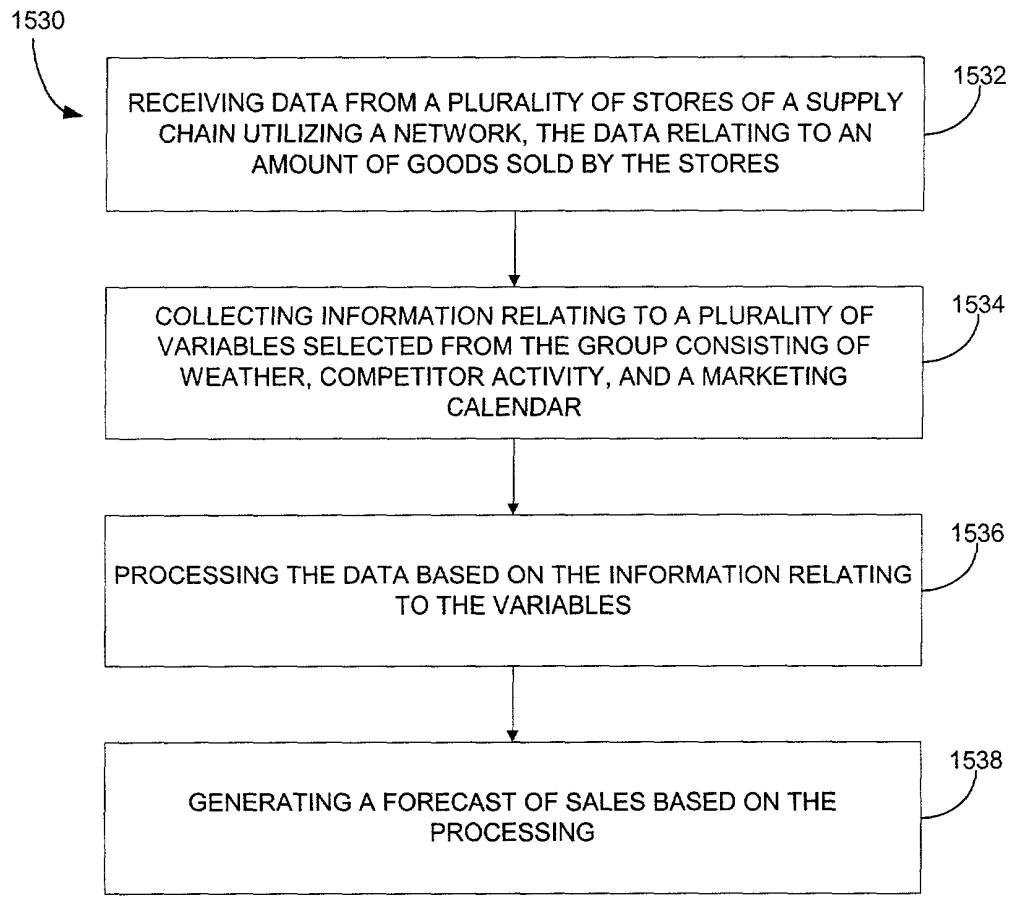
Fig. 12



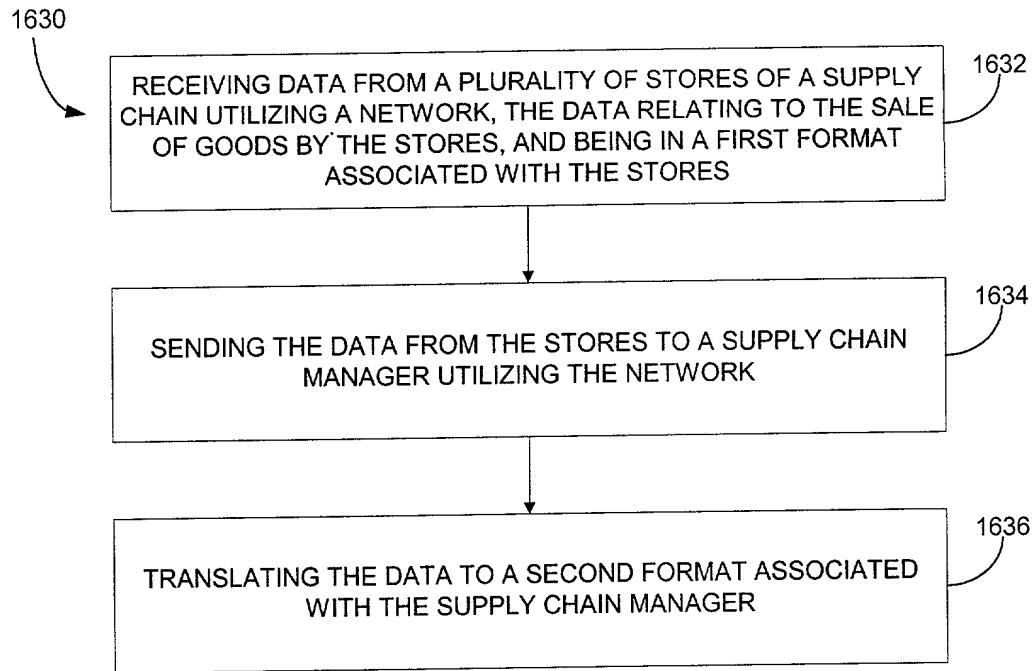
**FIG. 13**



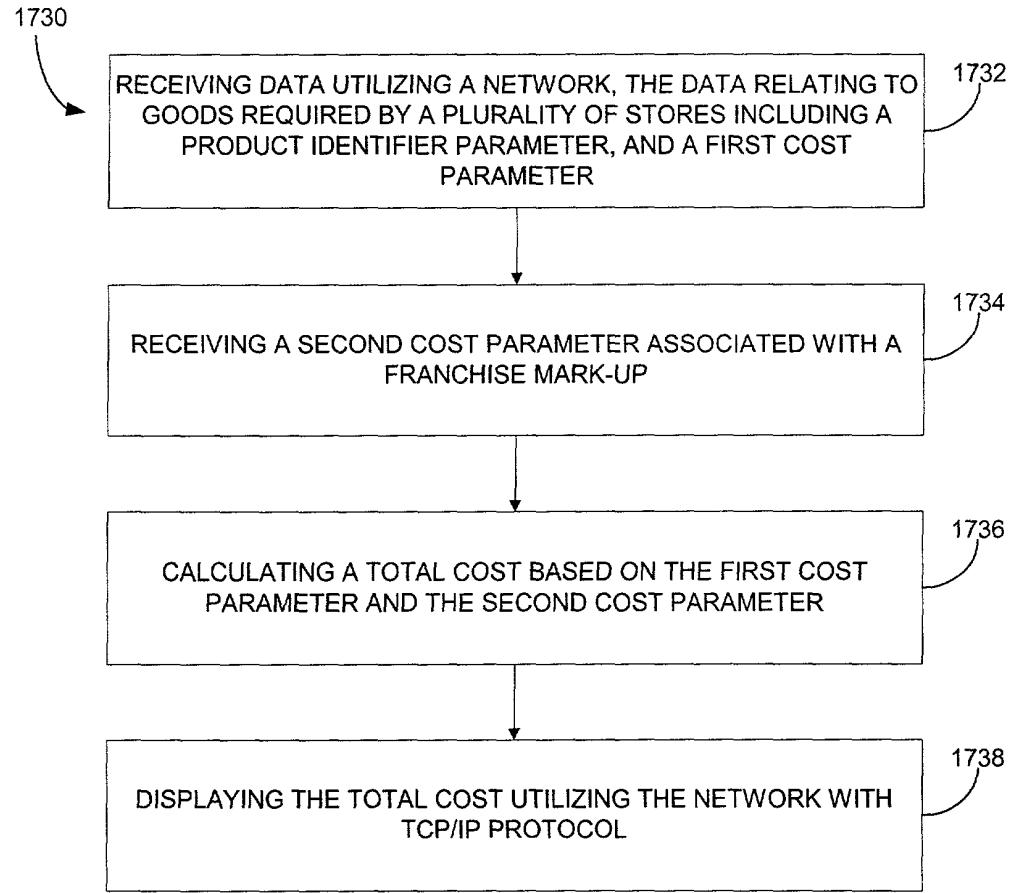
**FIG. 14**



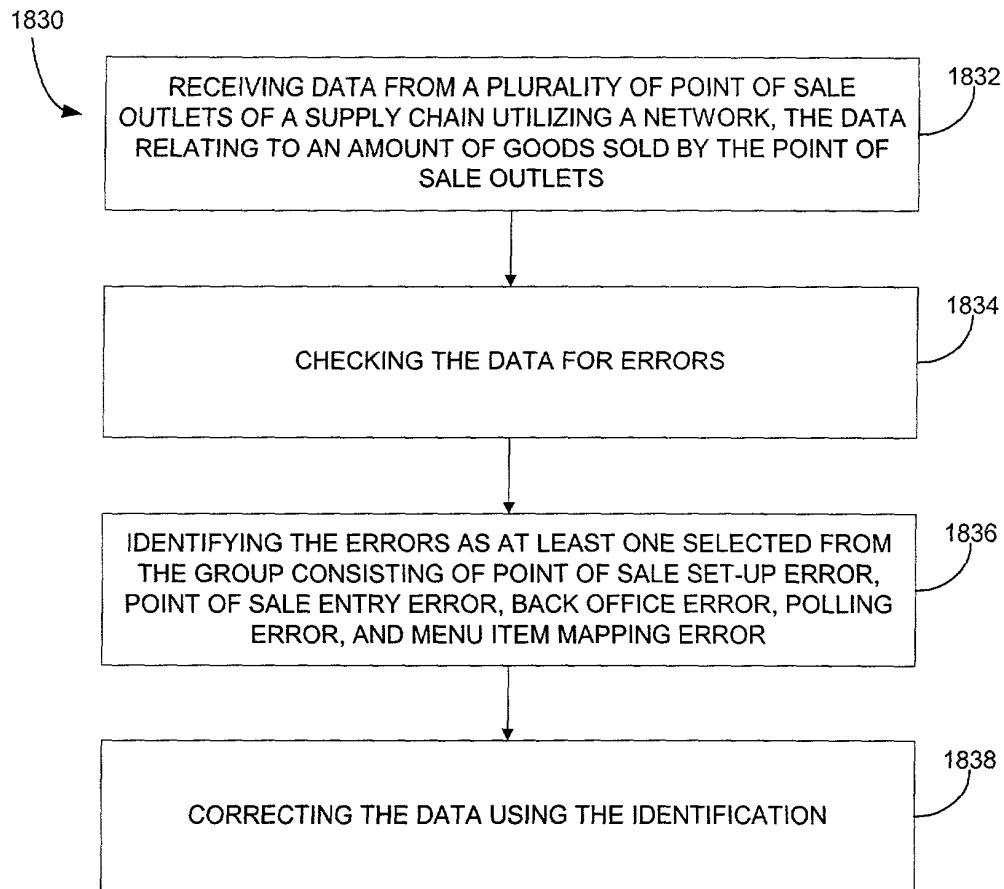
**FIG. 15**



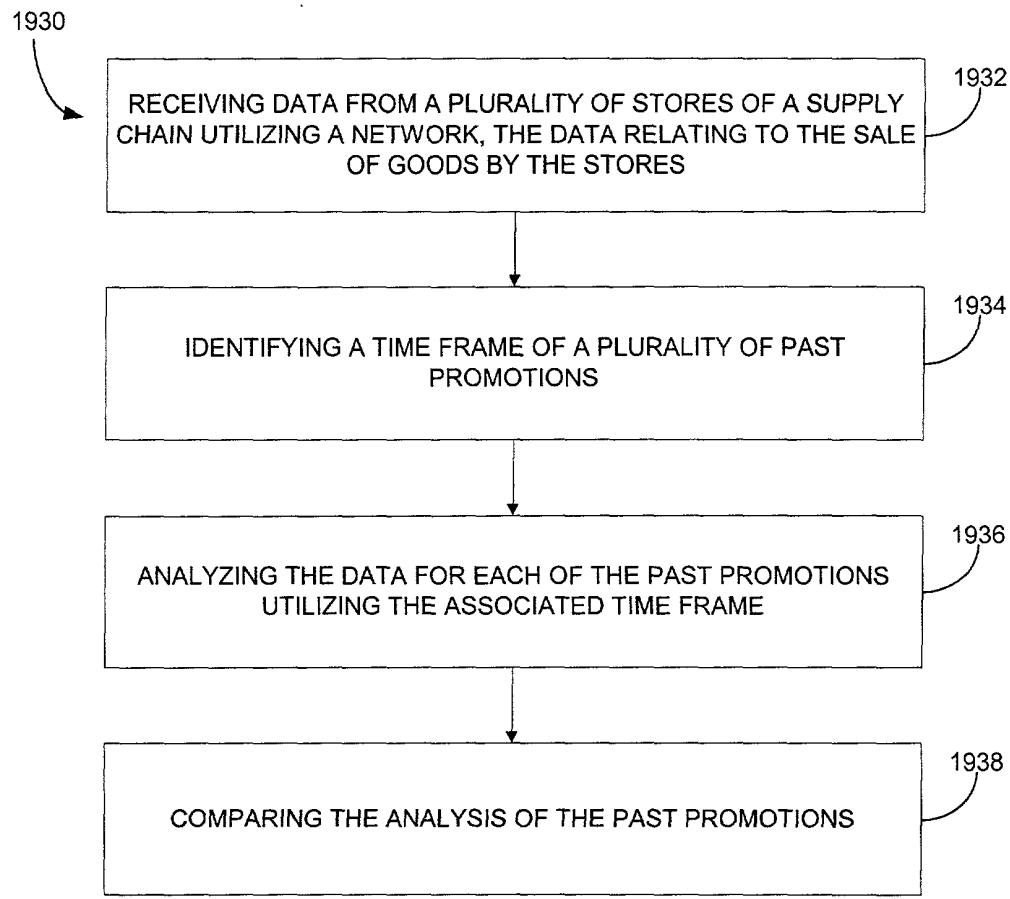
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

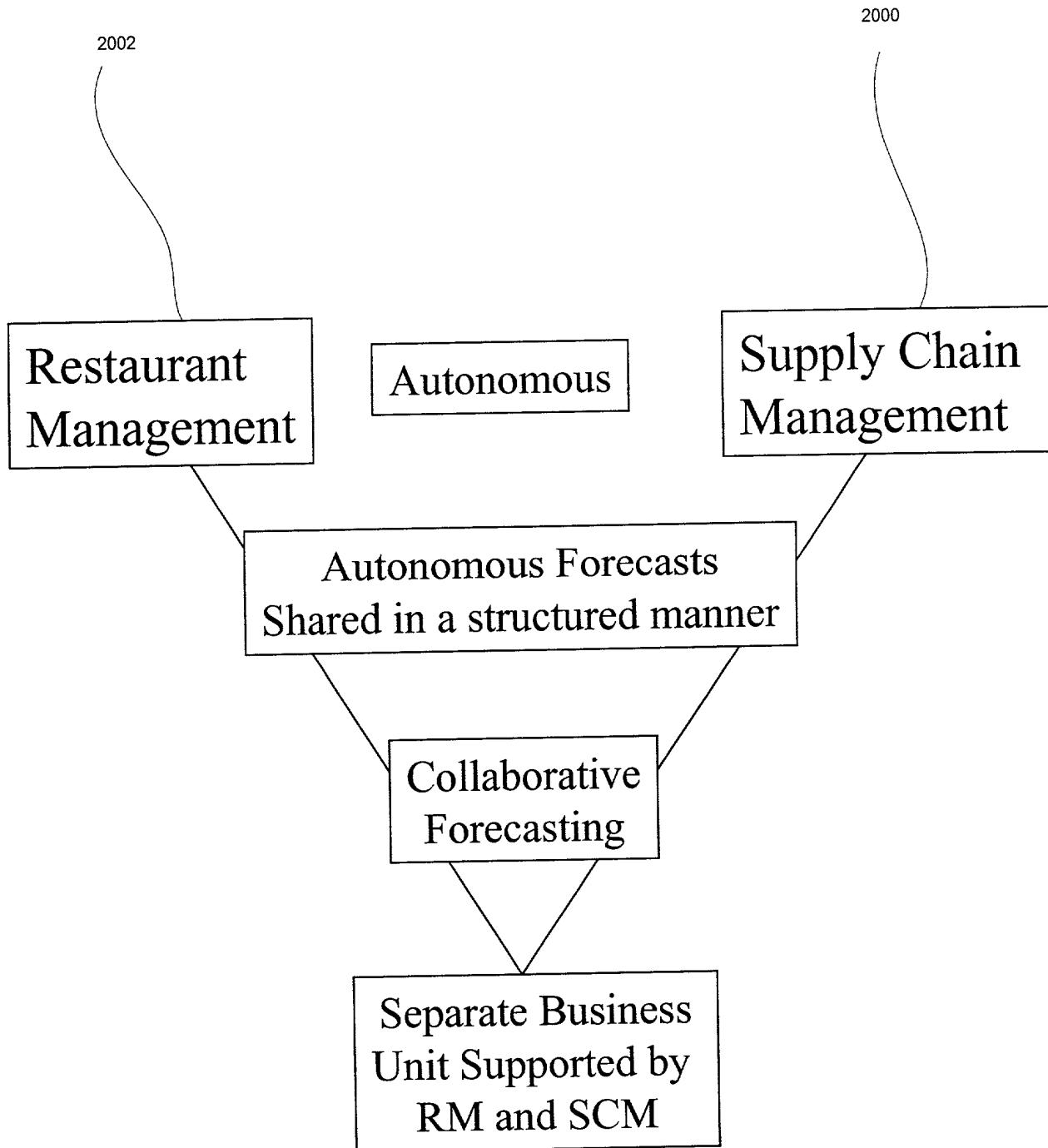
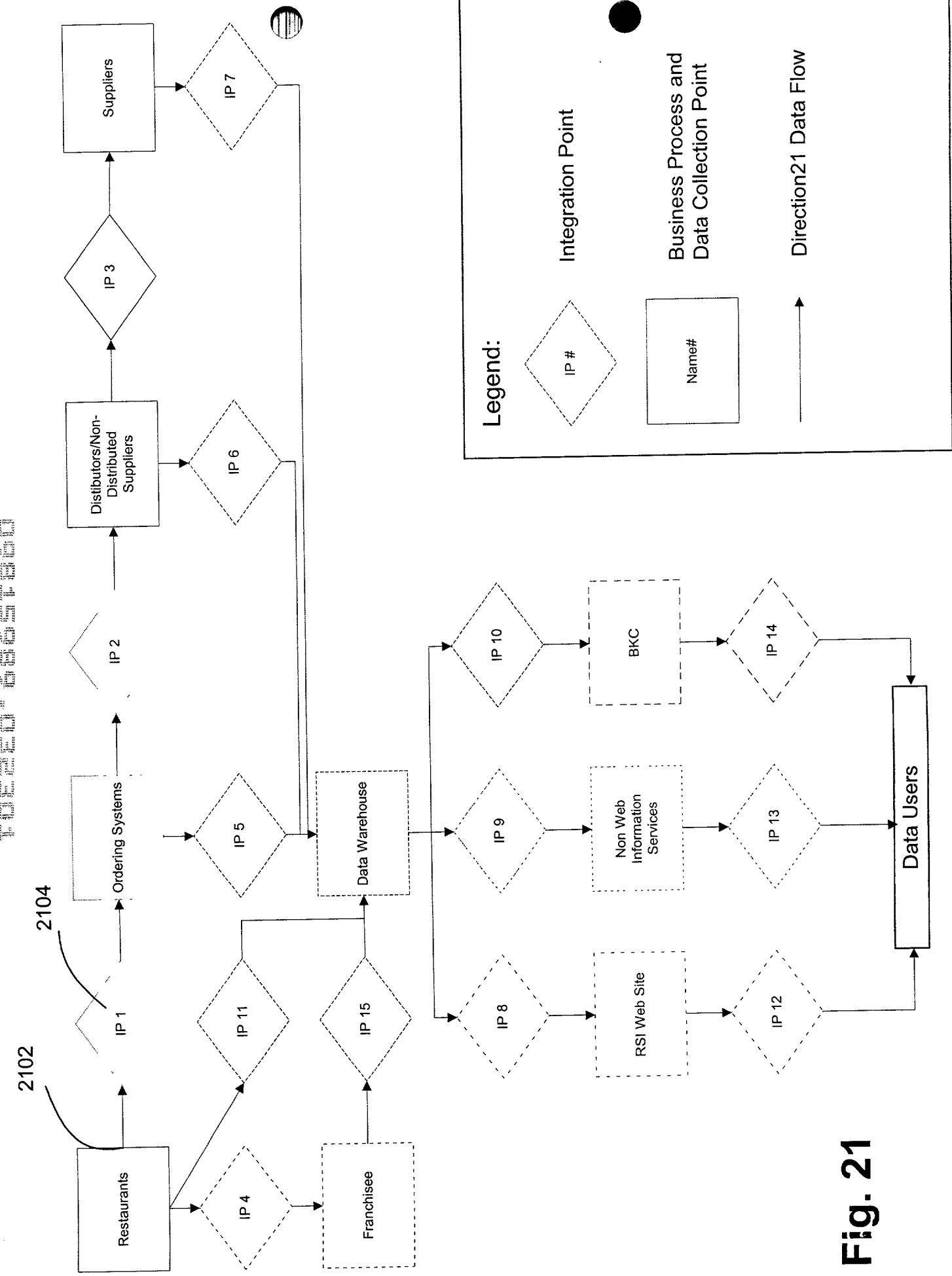


Fig. 20



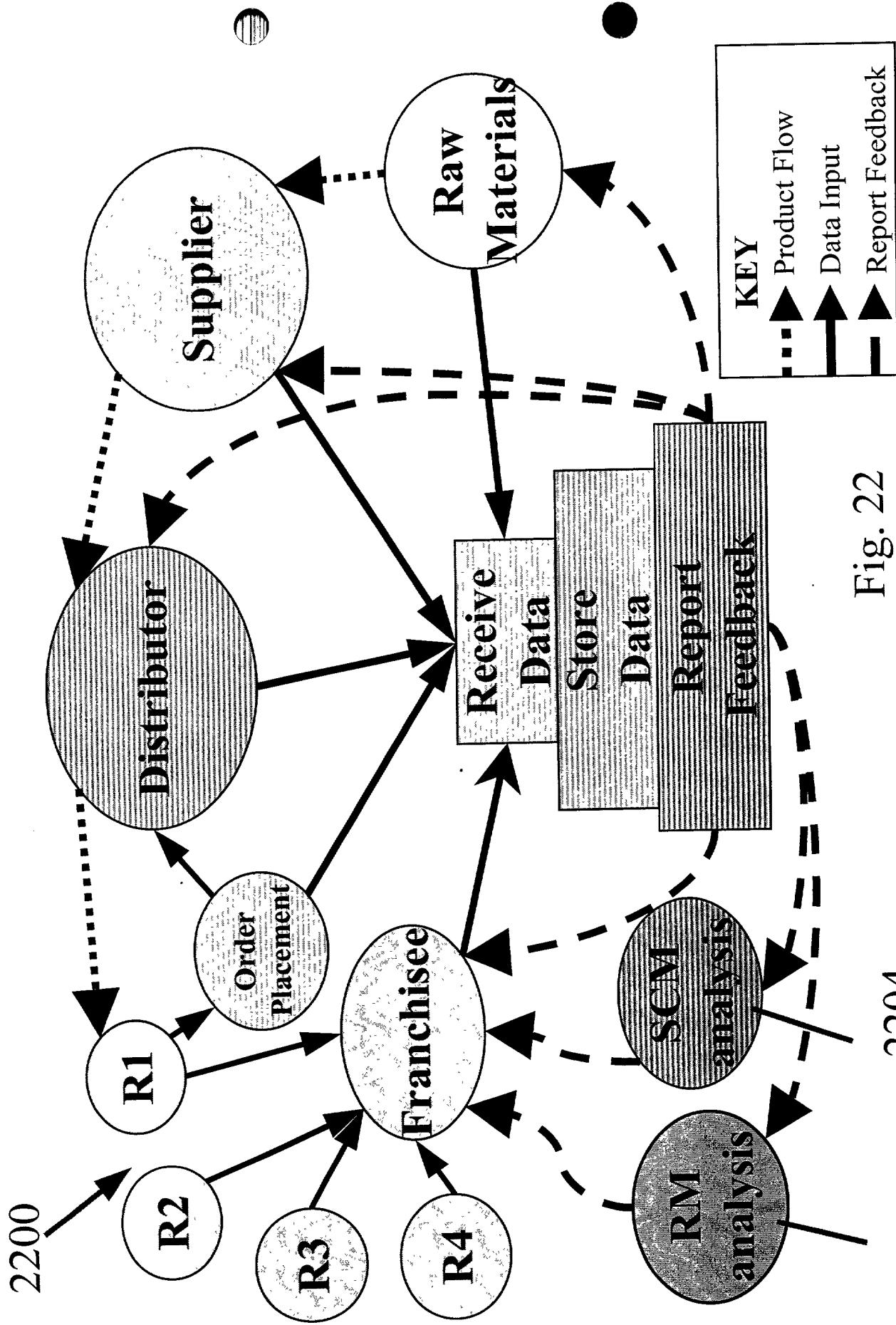
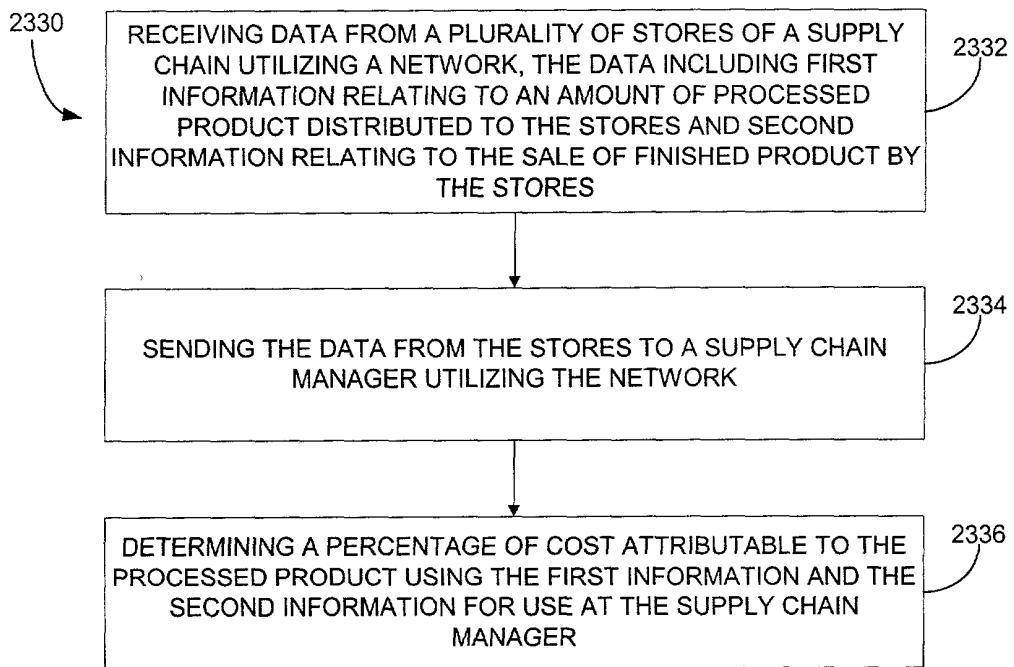


Fig. 22

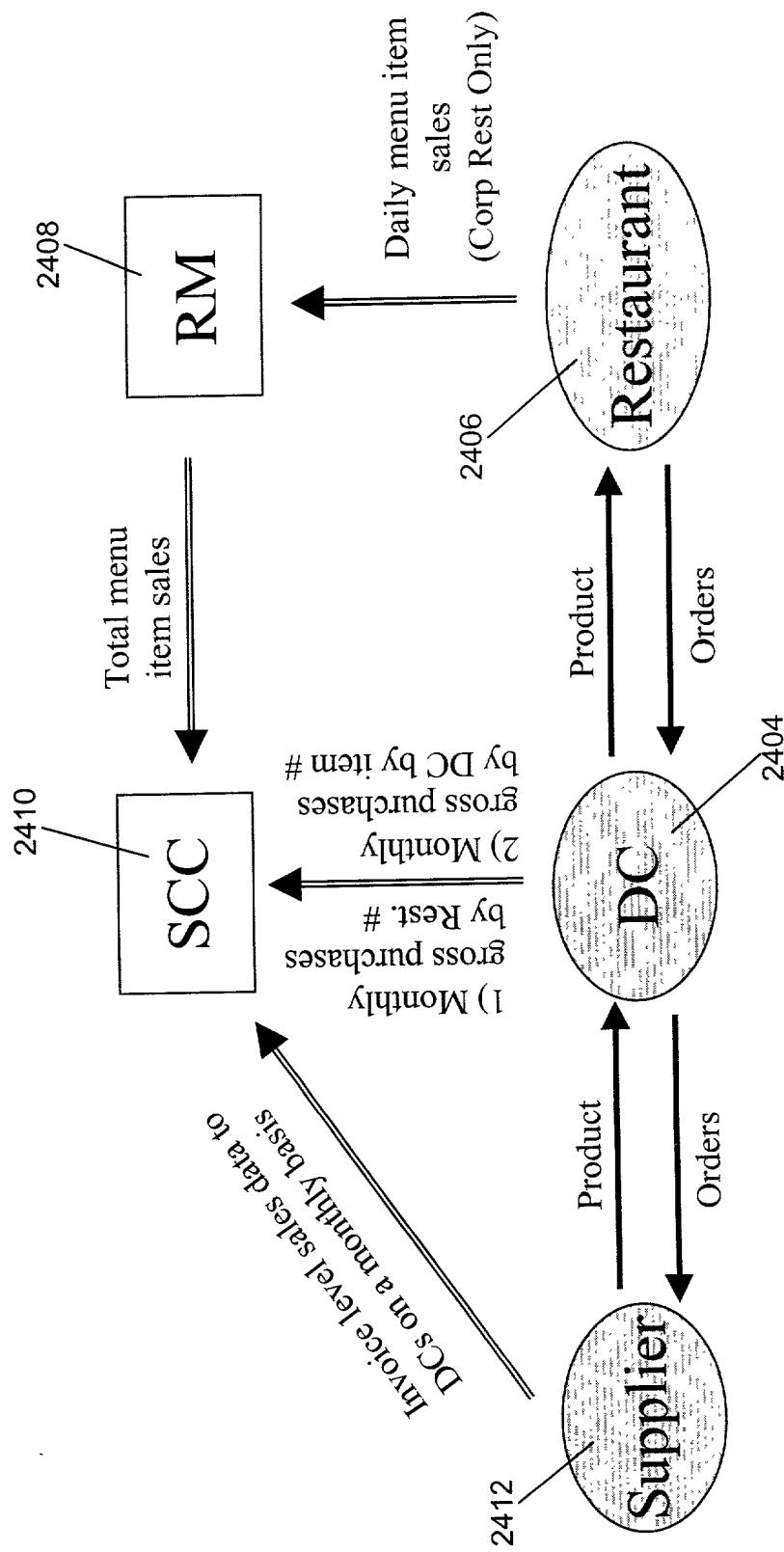
2204

2202

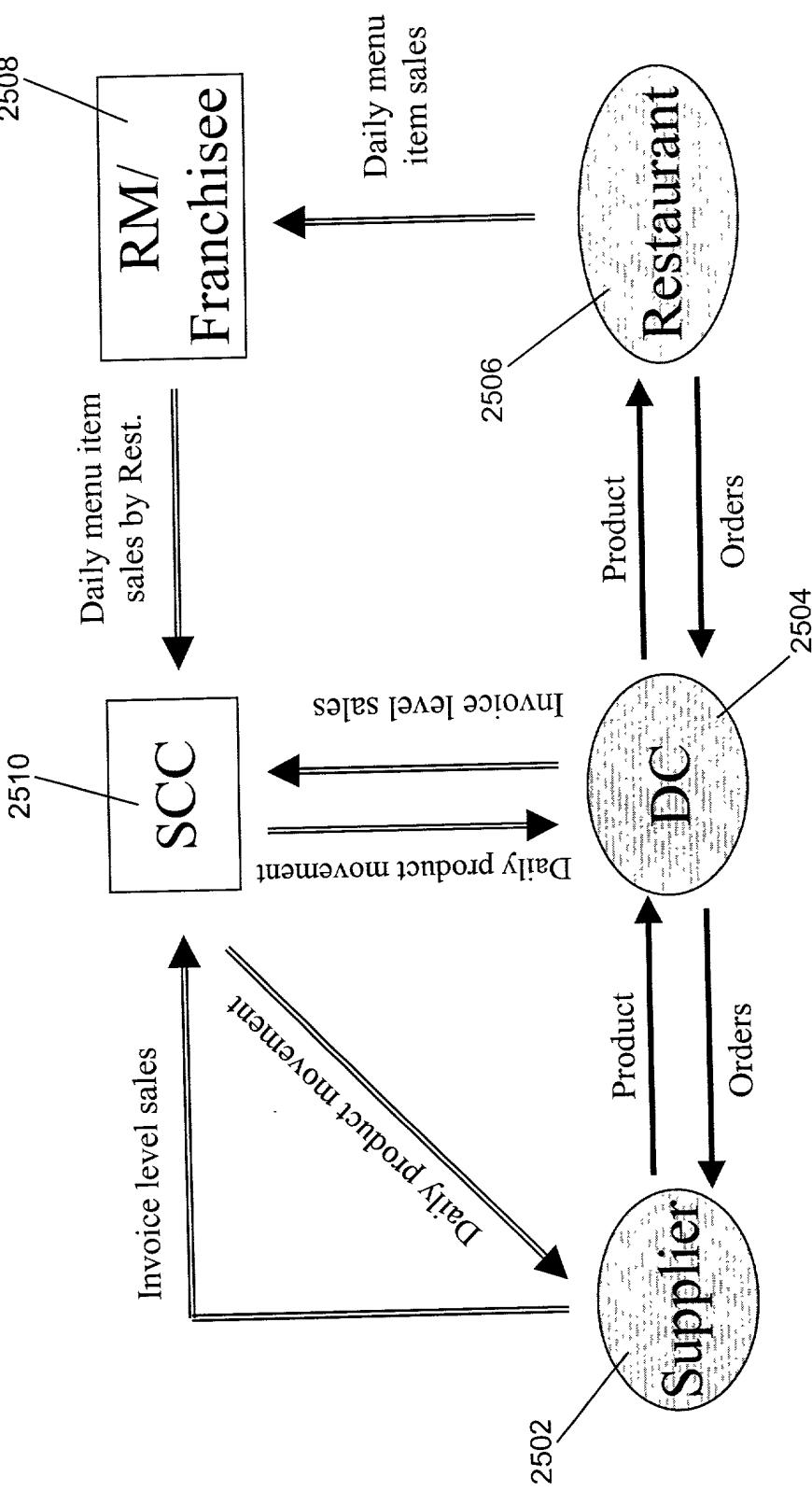


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

2602  
2600

2604

## Sales Forecast Worksheet - System

Week	History						Forecast								
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3

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GRPS

Ntn'l Marketing Theme

### Advertising Score

Local Considerations

Competition Index

Cultivation Index  
Weather Index

Weather Index

## Seasonality Index

Sales History/Forecast

110

Key Products by Menlo

מגילה י' טבת ה'תרכז

WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	264	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YYWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813

etc.....

Key Products by Inventory Item (cases/day/store)

Beef-Whomper 4.0 oz

Cheese-American Sliced	0.3	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.3	0.2	0.2
"	2.8	2.1	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7

	Mayo-bulk	Pickles - Pail
2.0	2.4	2.0
1.8	1.5	1.3

Wrap Whopper	0.4	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.4	0.4	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1

Lettuce - Shredded	3.4	2.9	2.5	2.4	2.2	2.1	3.3	3.0	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.0	4.5	5.0	4.8	5.0	5.2	5.1	5.0	5.2	5.0	5.5	5.1

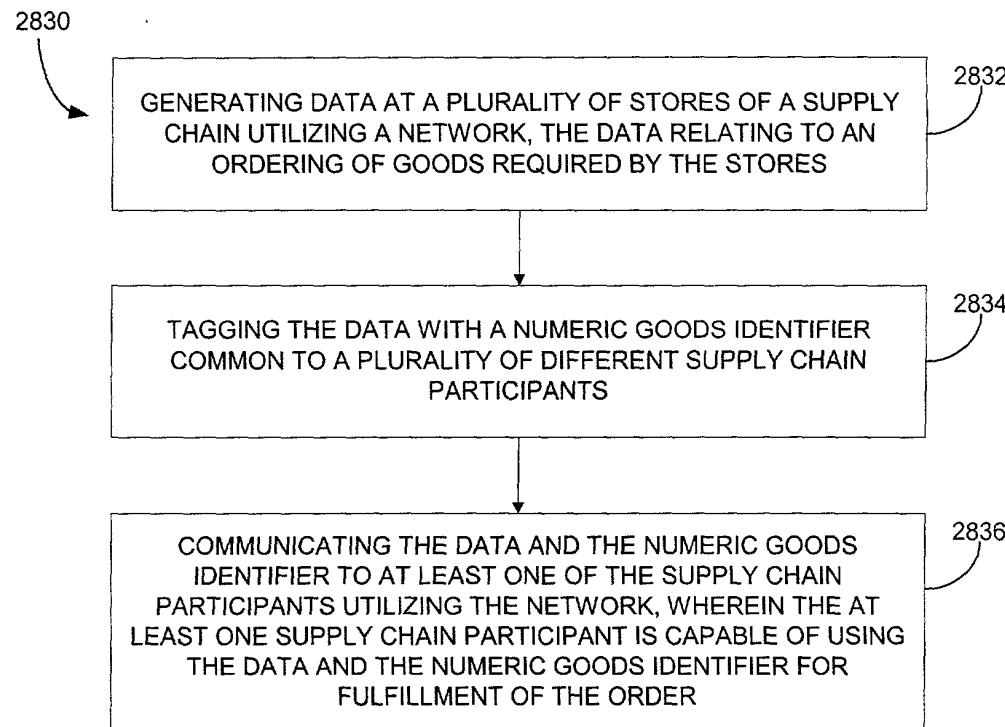
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
-----------------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

**FIG. 27**

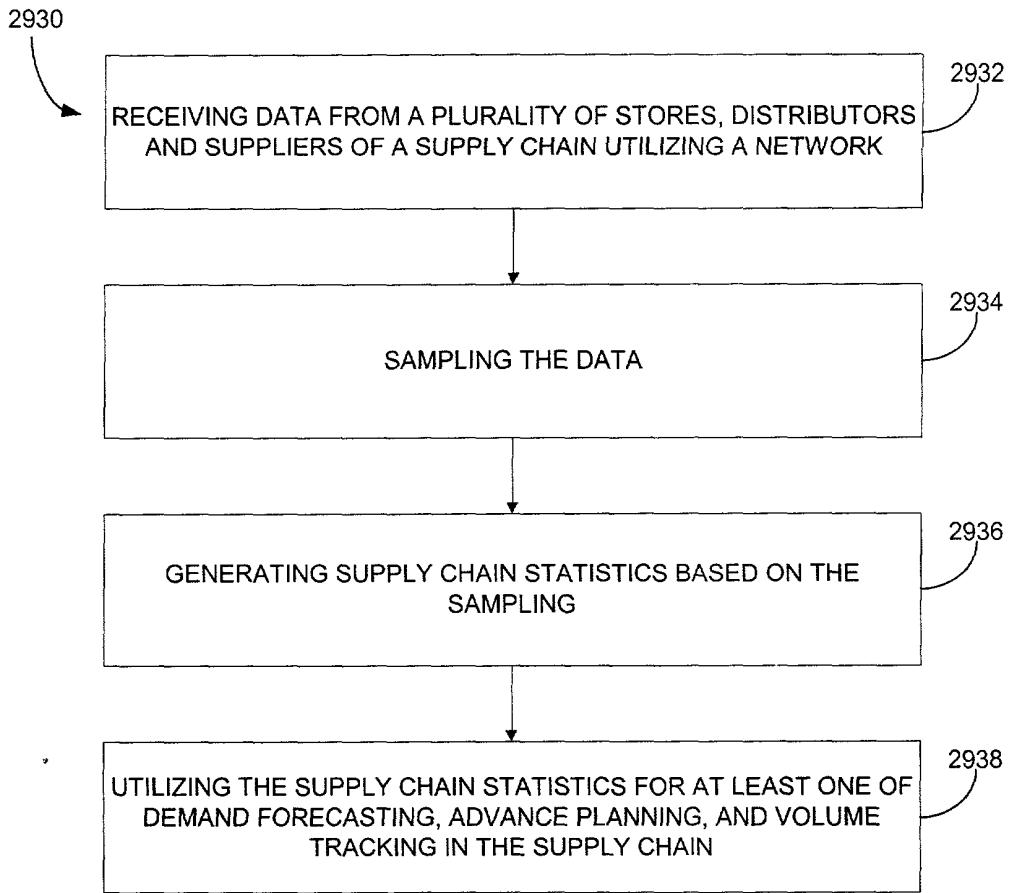
Promotional Monitor - System & Regional												
History				Week #1								
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
<b>Total Sales(\$/Store)</b>	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
<b>Menu Item Sales for Key Products/units/restaurant/weekly</b>												
Category	Segment											
Whopper	WHOPPERS		215		228		269		34		37	
	WHOPPERS W/CHEESE		146		148		162		18		20	
	YWWM WHOPPERS		699		679		714		813		94	
Whopper Total			1,060		1,032		1,090		1,244		144	
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS		11.4%		-9.8%		-23.2%		-4.6%		2.3%	
	WHOPPERS W/CHEESE		8.1%		-8.4%		-24.5%		-5.8%		1.0%	
	YWWM WHOPPERS		12.2%		-10.7%		-22.5%		-1.9%		3.0%	
Whopper Total			10.6%		-9.6%		-23.4%		-4.1%		2.1%	

2700

2702



**FIG. 28**



**FIG. 29**

Distribution Center: Alliant Topeka  
 Time Period (Month/Yr): Jun-00

#### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

#### On-Time Delivery Rate

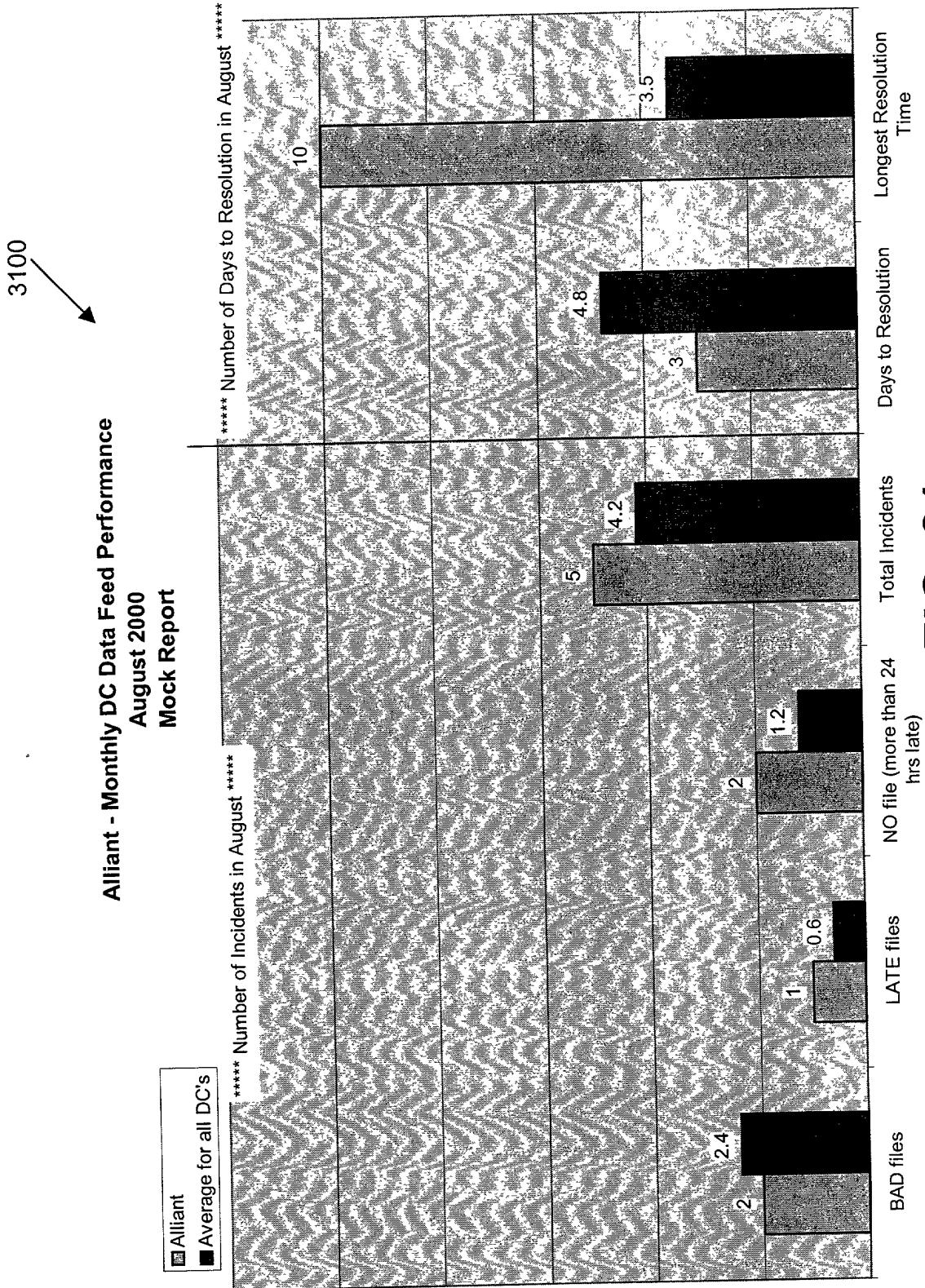
Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

#### Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

	Fill Rate	On-Time	Perfect Order
Alliant-Paducah	99.14%	90.06%	
Alliant-Topeka	99.05%	98.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	99.35%	94.56%	80.80%
King-Jacksonville	99.72%	94.56%	88.98%
King-Louisville			79.25%
Maines 29-Corinth	99.41%		
Maines 30-Cleveland			
Maines Long Island	99.41%		79.83%
Maines New England	99.13%	94.15%	#DIV/0!
MBM-Fullerton			#DIV/0!
MBM-Lewisville	99.51%	92.88%	#DIV/0!
MBM-Orlando	99.76%	93.60%	#DIV/0!
MBM-Rocky-Mount	99.13%	92.46%	#DIV/0!
McCafe's	99.80%	98.72%	96.88%
McLane-Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	98.04%	85.87%
PFD Supply	99.16%	90.79%	80.92%
PFG Victoria	99.42%	#DIV/0!	
RYA/Monarch	99.20%	91.79%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	94.69%	
Reinhart-Rogers	99.50%	95.19%	
Restaurants NW	99.03%	98.07%	80.47%
Shamrock Commerce City	99.51%	94.88%	85.31%
Shamrock-Phoenix	98.81%	98.88%	82.38%
Sigma-Harrisburg	99.89%	95.80%	
Sigma-Stockton	99.56%	90.00%	82.77%
Sysco	99.05%	90.00%	

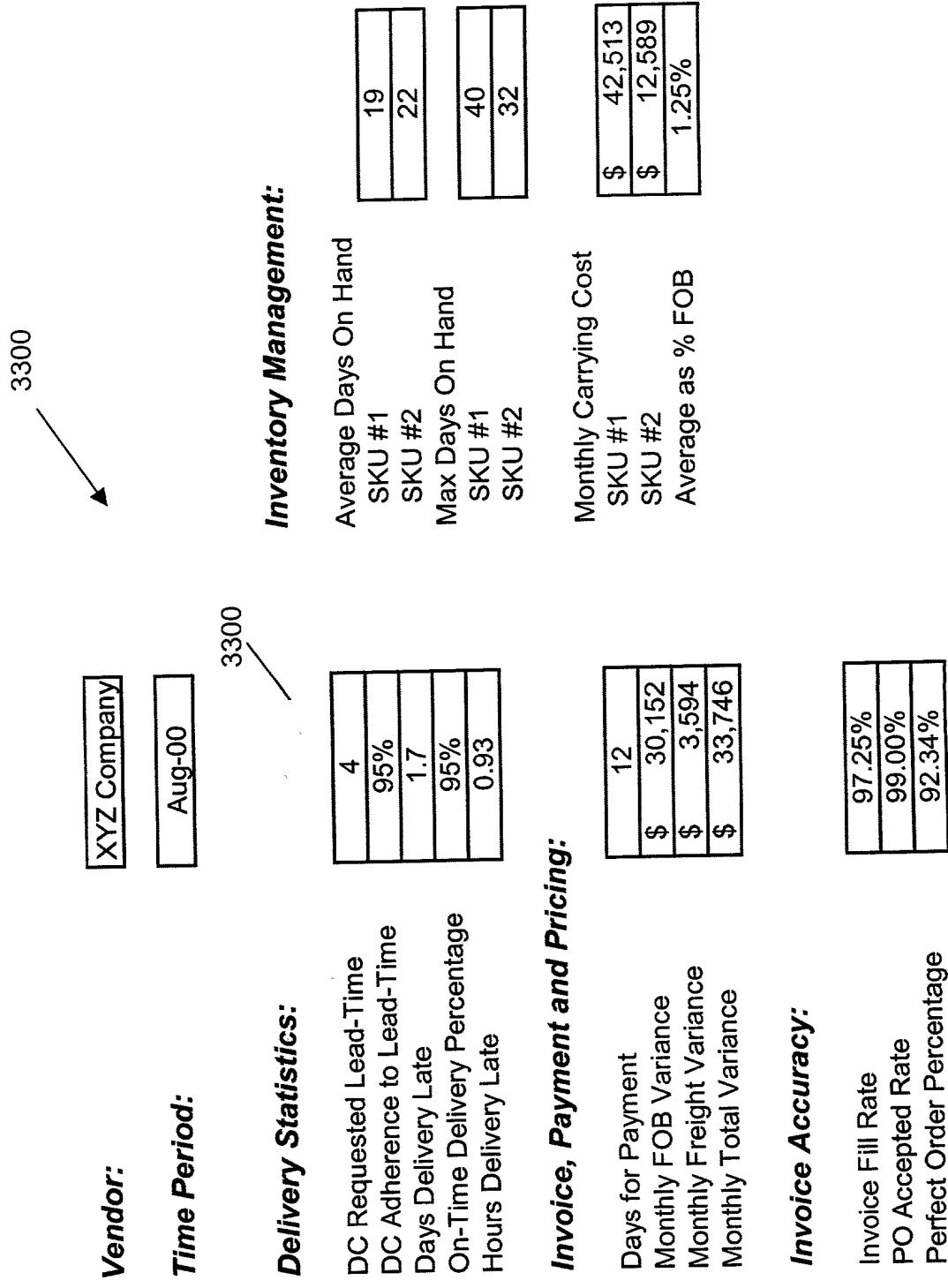
	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BKC Min	

**FIG. 32**

3200

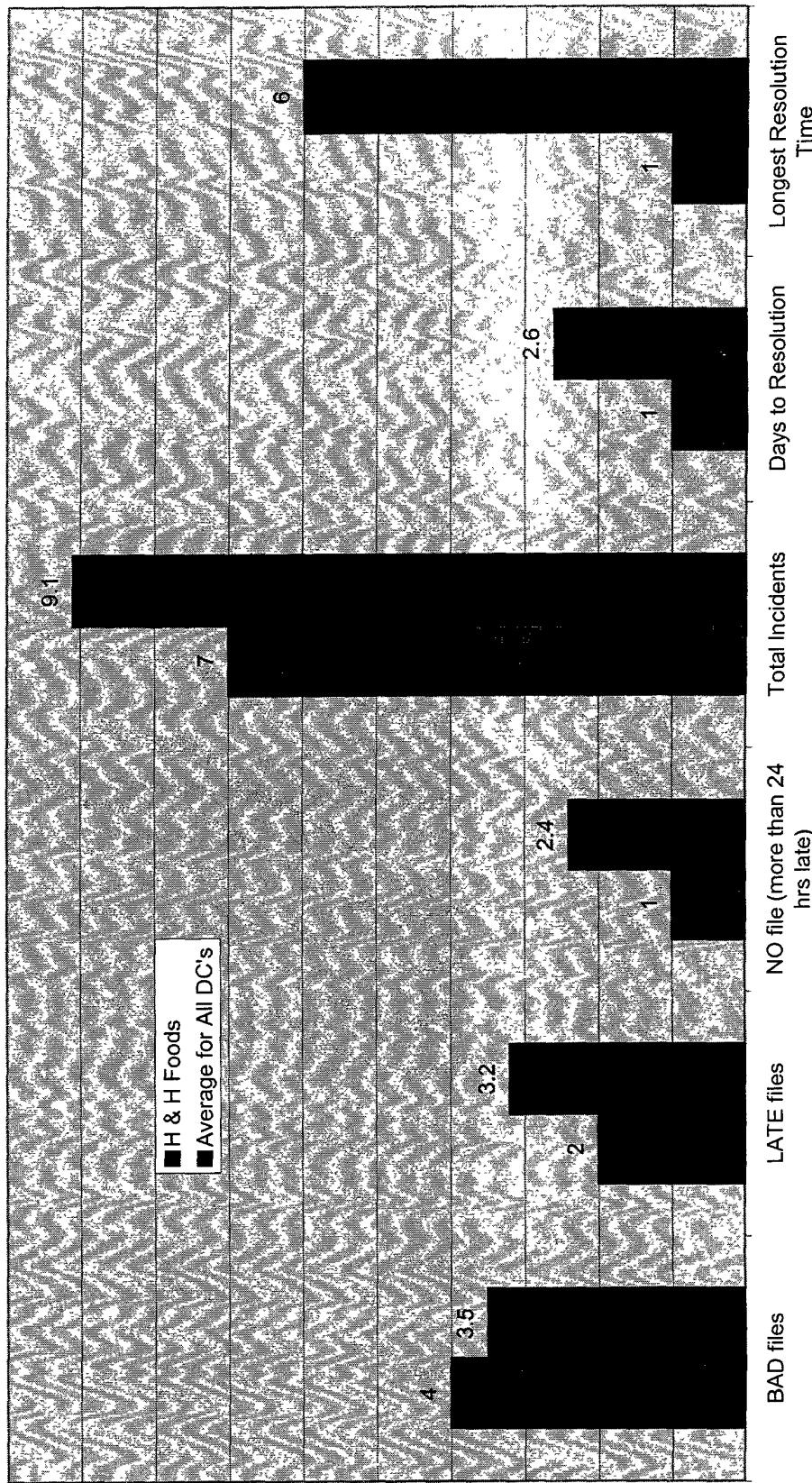
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



# FIG. 35



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,900		2.33%
COWARK INSTRUMENTS INC.	\$1,860		2.41%
WHITE FORD FOODS INC.	\$1,500		2.16%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		1.84%
INCRSYSTEM MEDIA	\$1,500		1.80%
SIGNATURE MEATS GROUP	\$1,500		1.80%
SCHWEBEL'S BAKING CO	\$1,500		1.80%
MAUI CUP	\$1,500		1.80%
MIRA PLASTICS	\$1,500		1.80%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE INC.	\$1,500		1.80%
FORT JAMES OPERATING COMPANY	\$1,500		1.80%
FRESH ADVANTAGE KIC	\$1,500		1.80%
SILVER KING MN - CORP	\$1,500		1.80%
TYSON FOODS			
READY ACCESS			2.41%
GEORGIA PACIFIC TISSUE			2.51%
COUGHERTY PACKING			2.06%
BEVERAGE AIR			
COMPONENT HARDWARE GROUP INC			
COCA-COLA USA	\$1,900	93.5%	1.55%
TOASTMASTER	\$1,900	96.8%	2.20%
GRANT COUNTY FOODS	\$1,900	90.0%	1.04%
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

3600

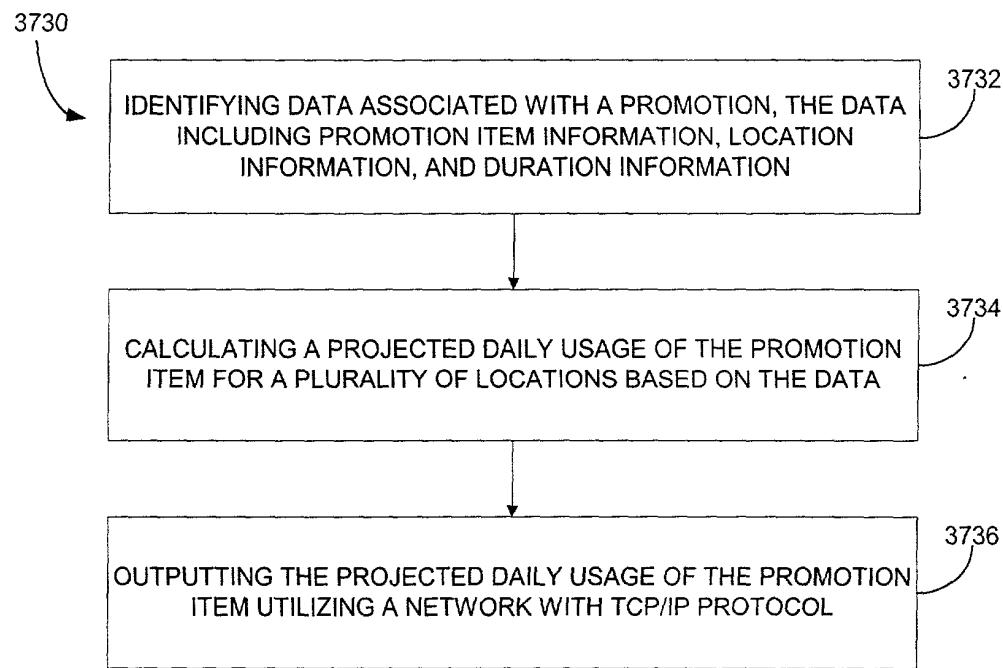


	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i><b>Food Cost Index</b></i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i><b>Total Dollar Purchases (in Millions) /2</b></i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance									
Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%						

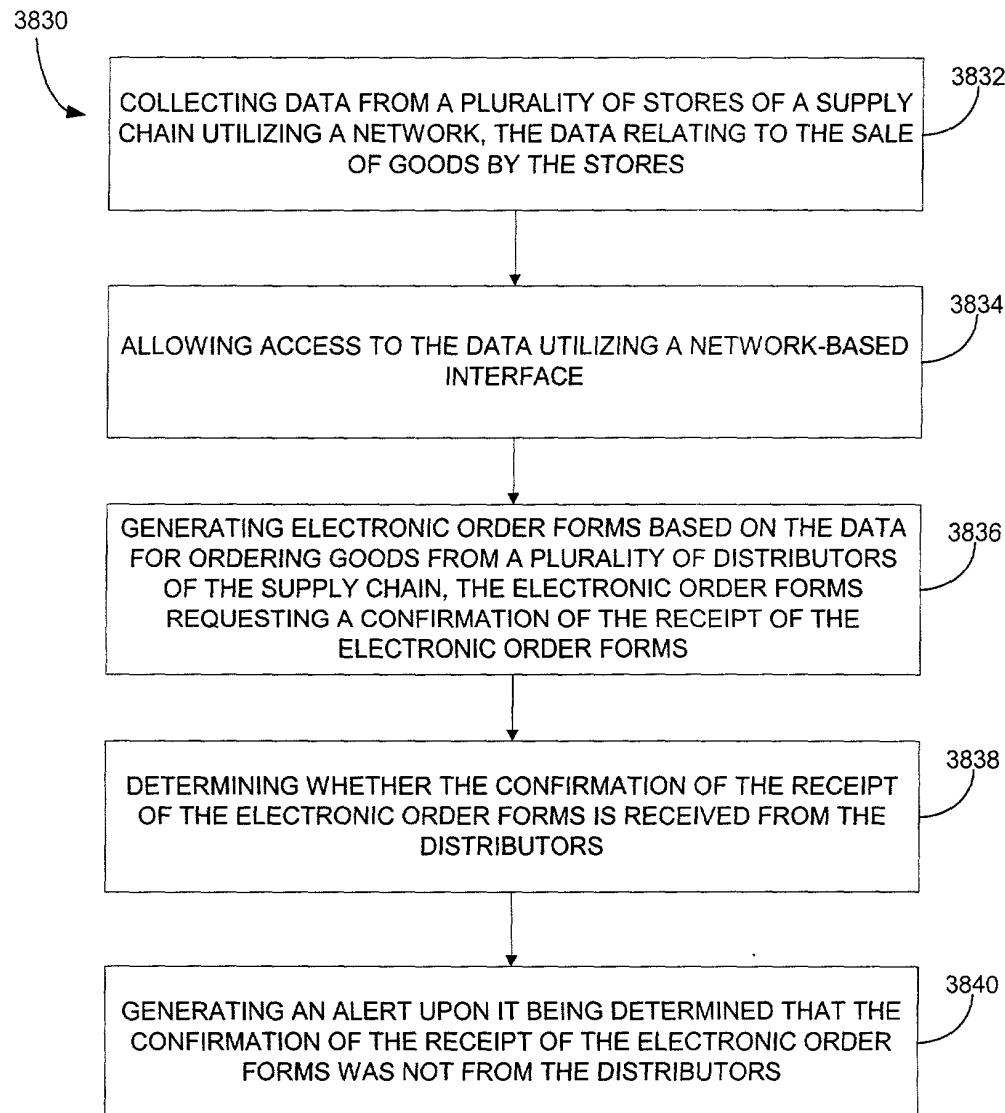
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

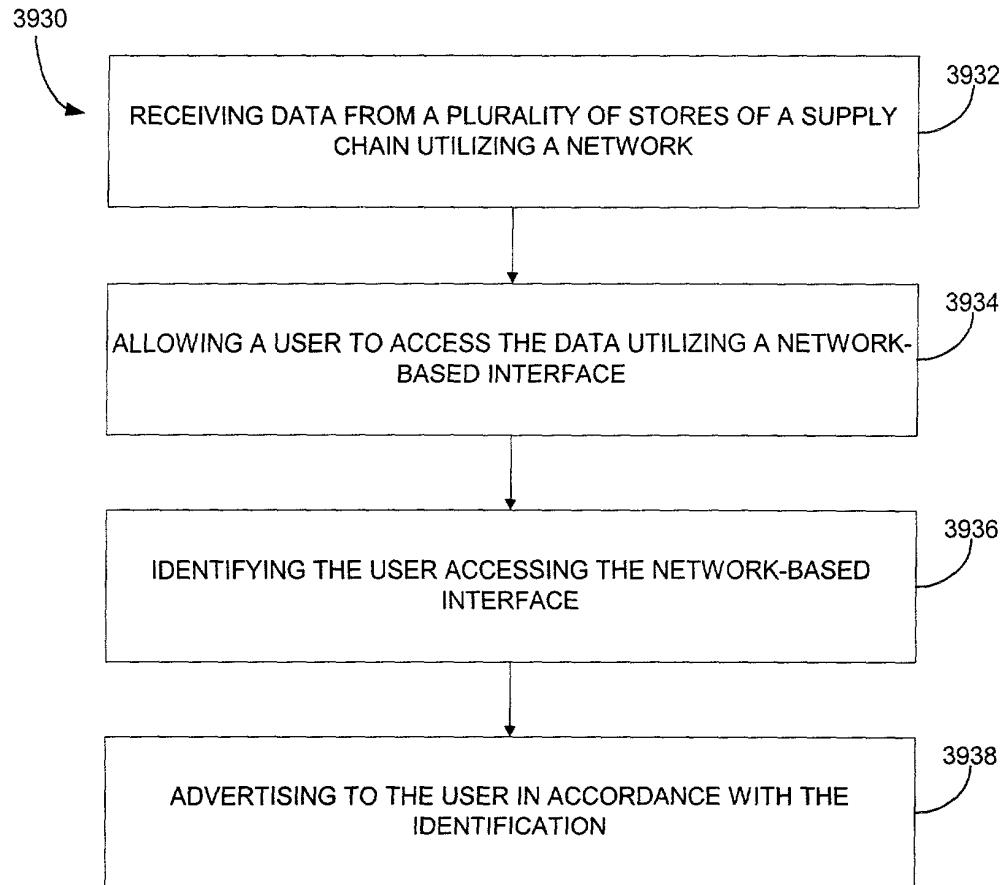
## FIG. 36



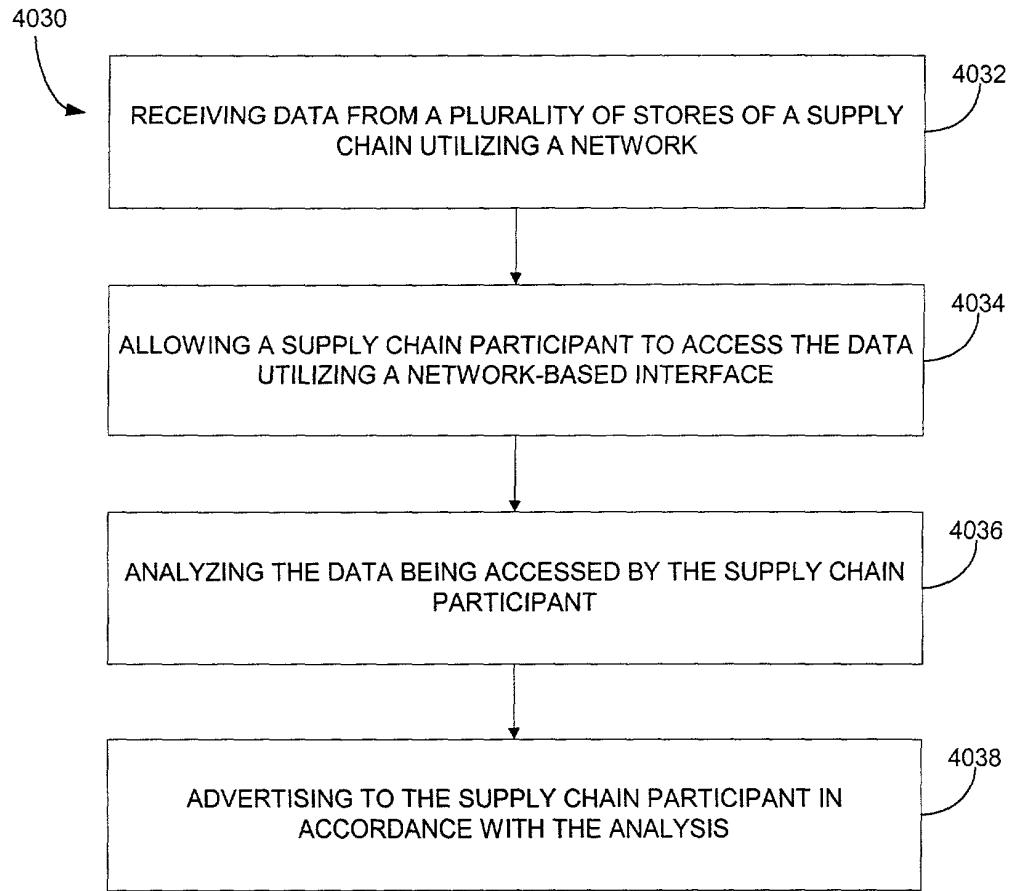
**FIG. 37**



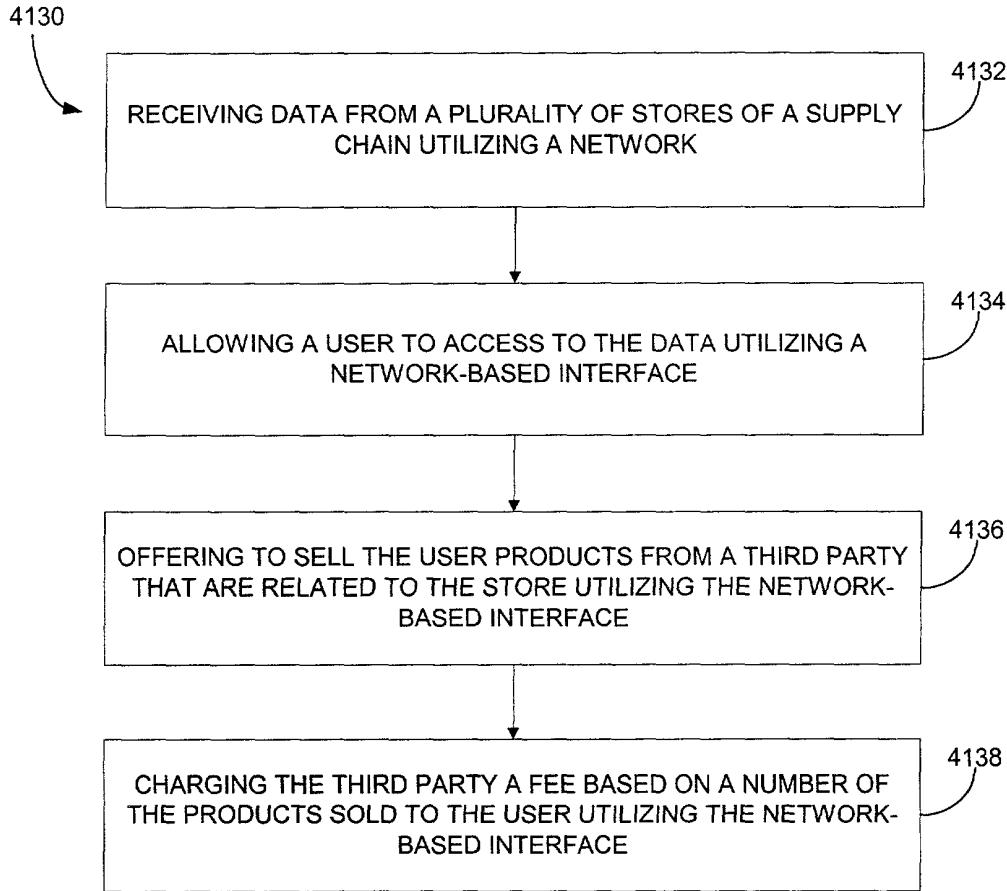
**FIG. 38**



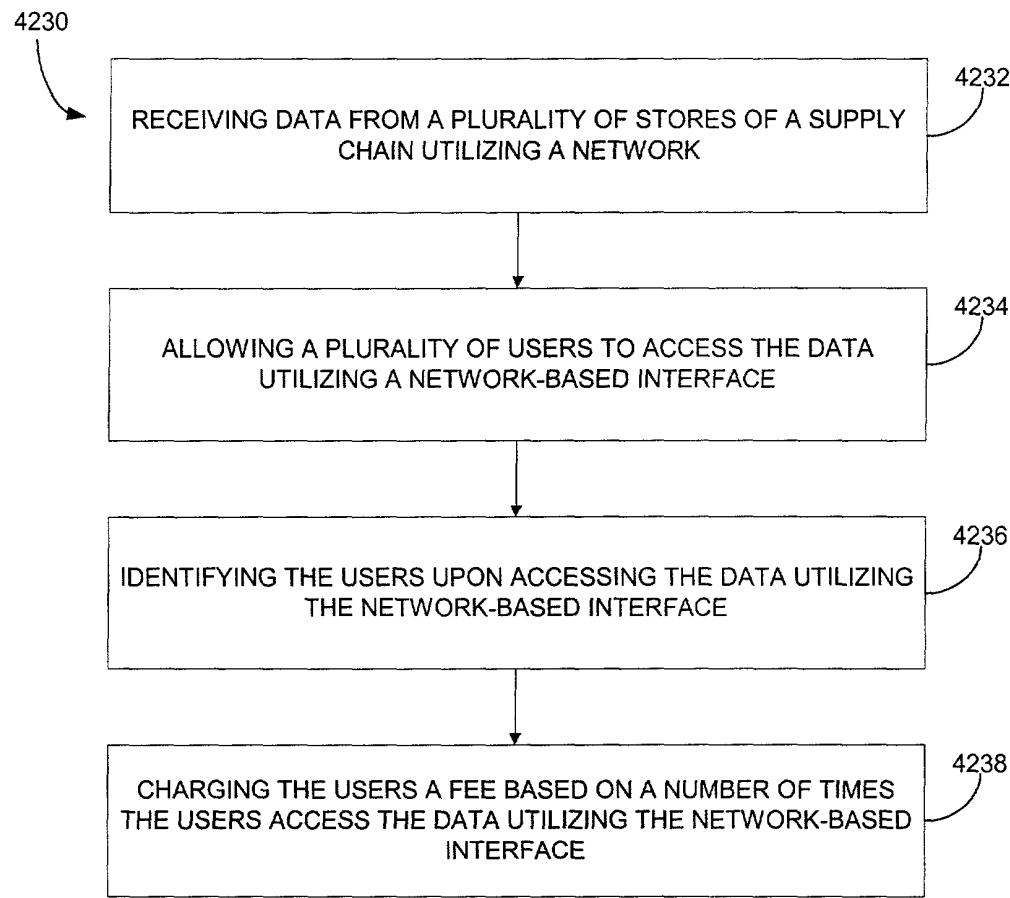
**FIG. 39**



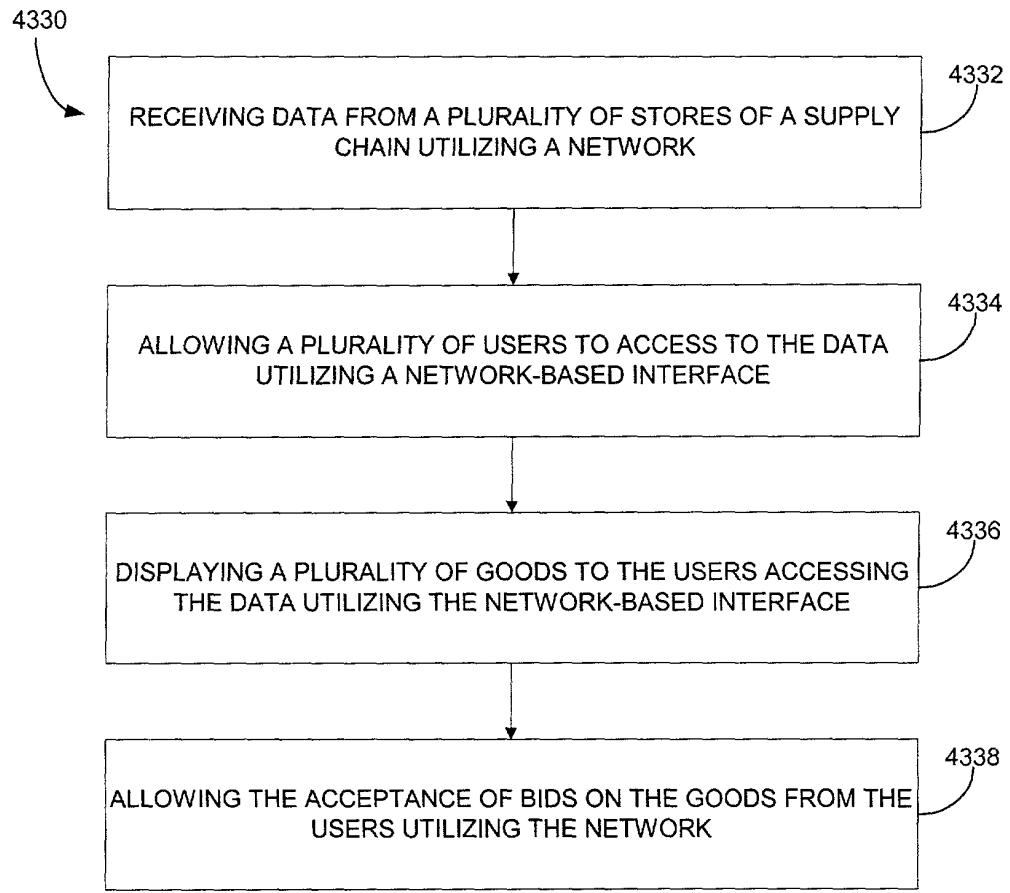
**FIG. 40**



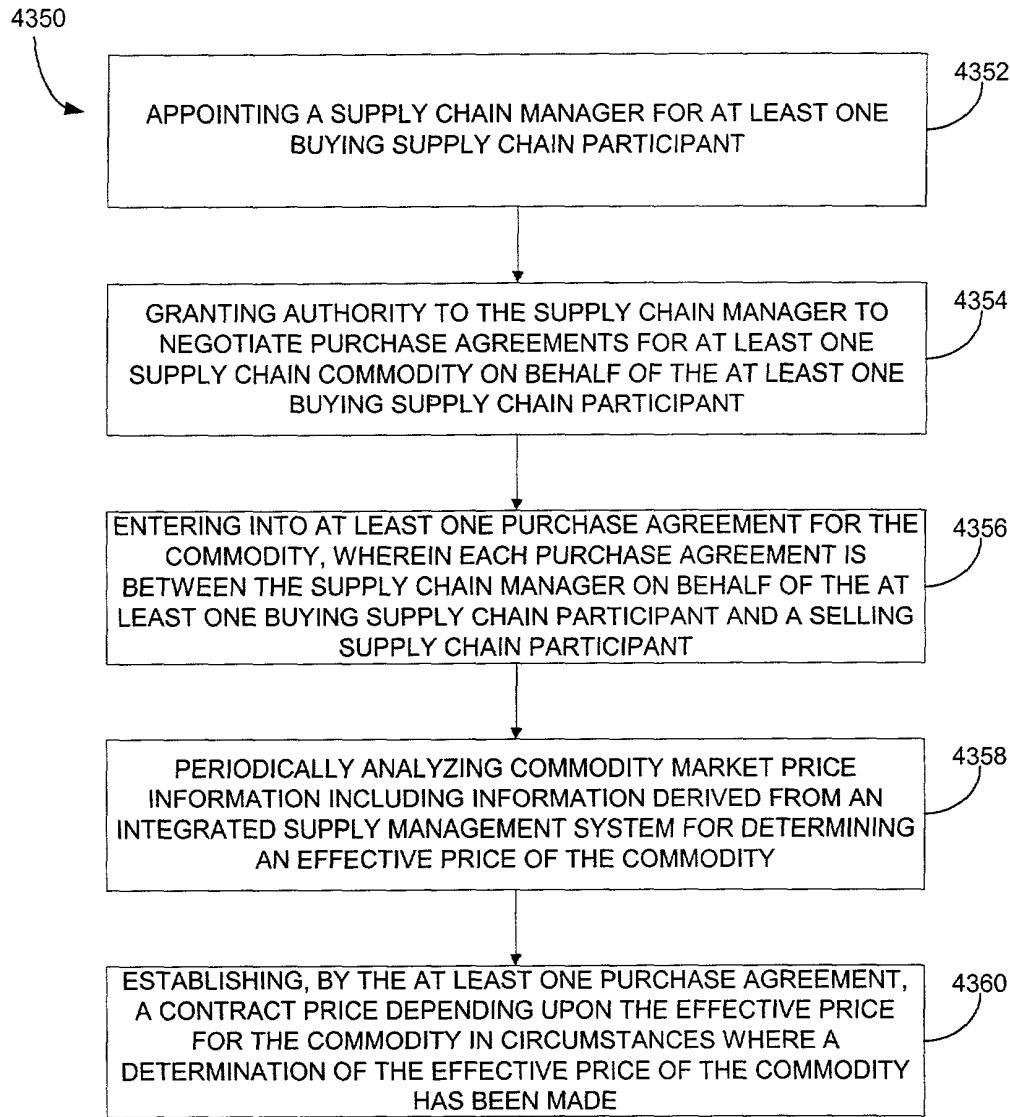
**FIG. 41**



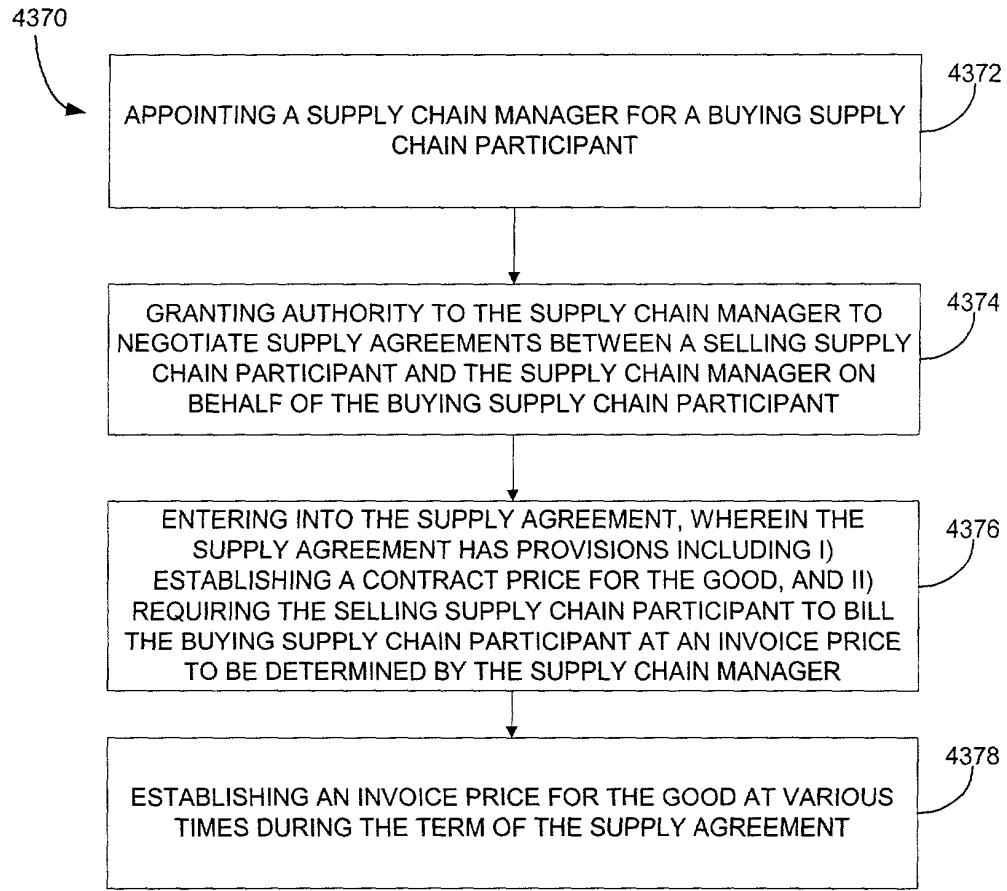
**FIG. 42**



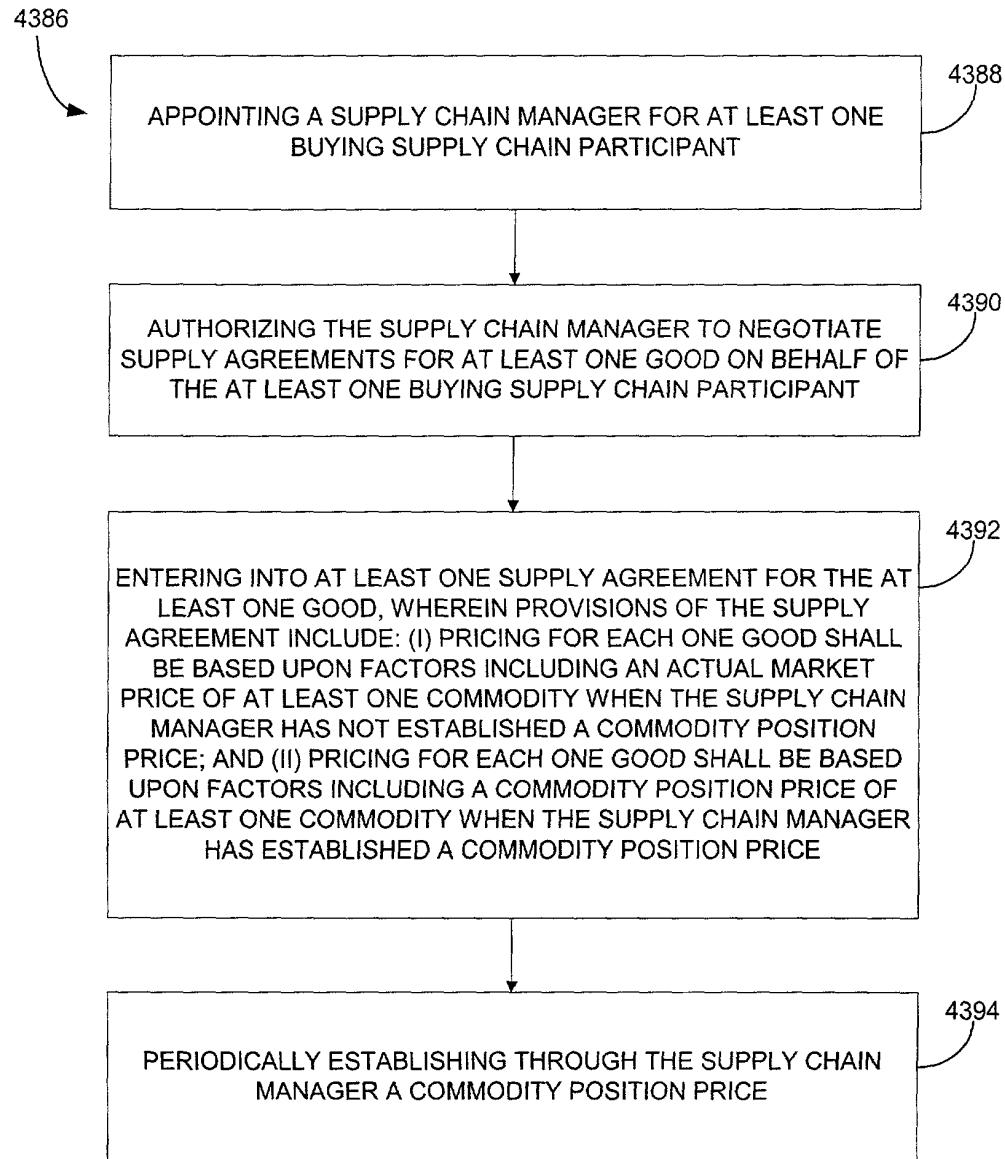
**FIG. 43A**



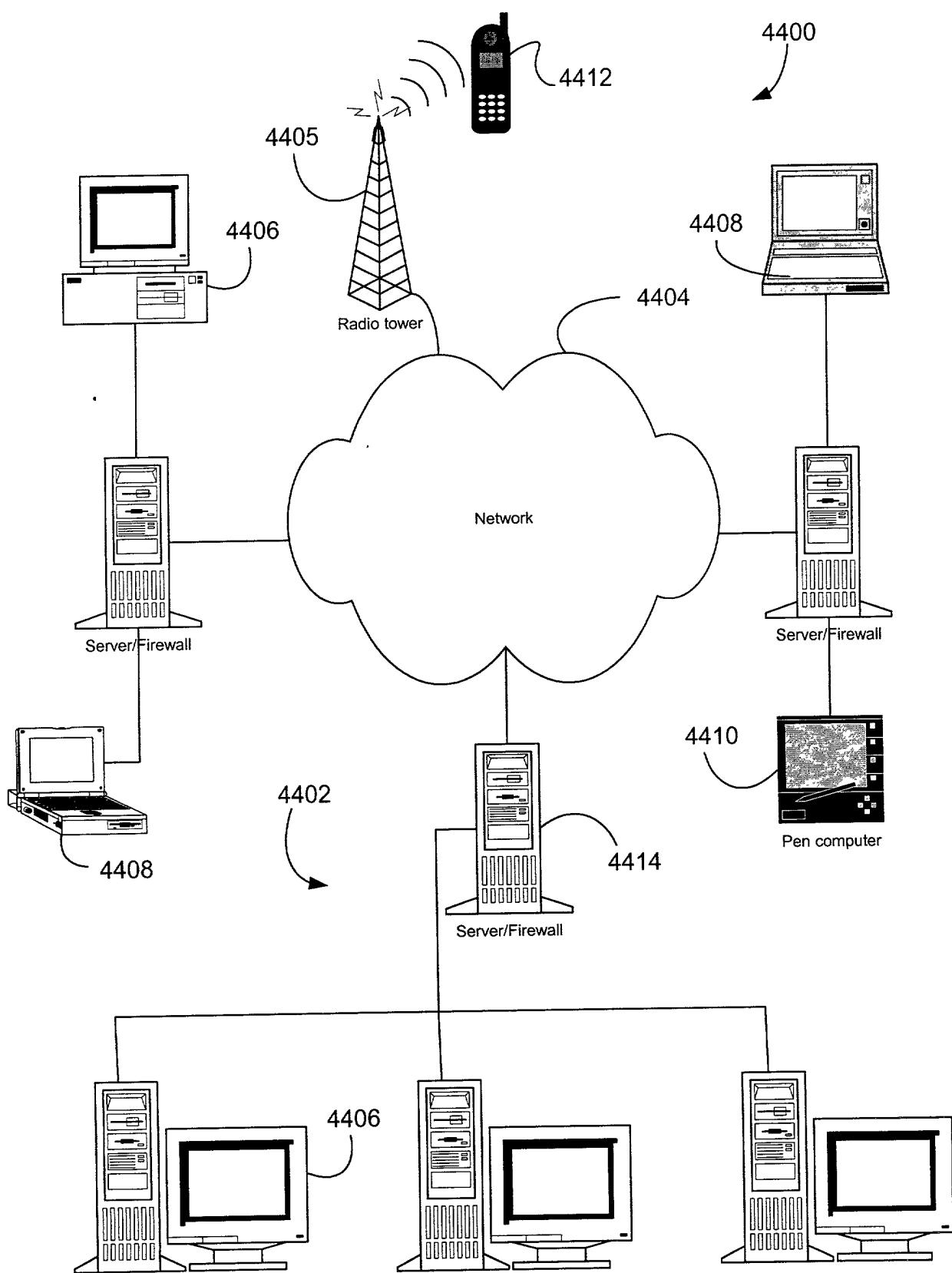
**FIG. 43B**



**FIG. 43C**

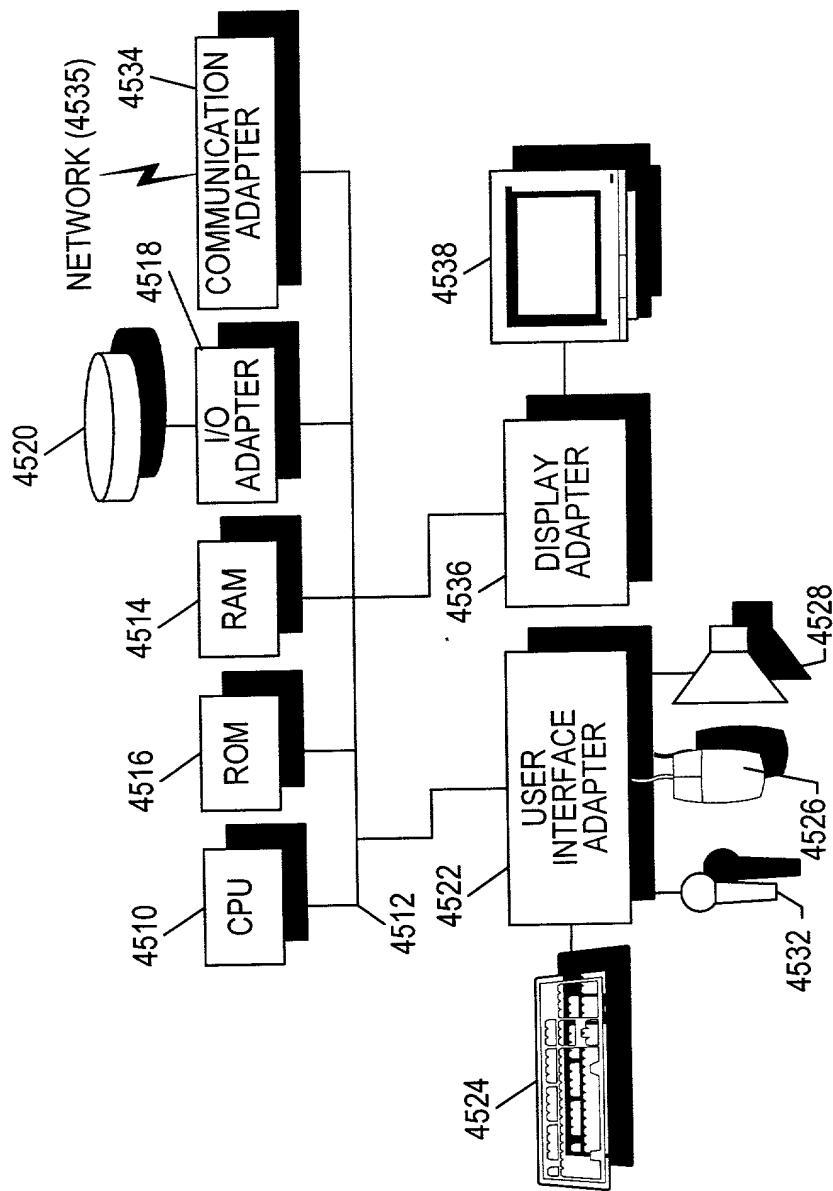


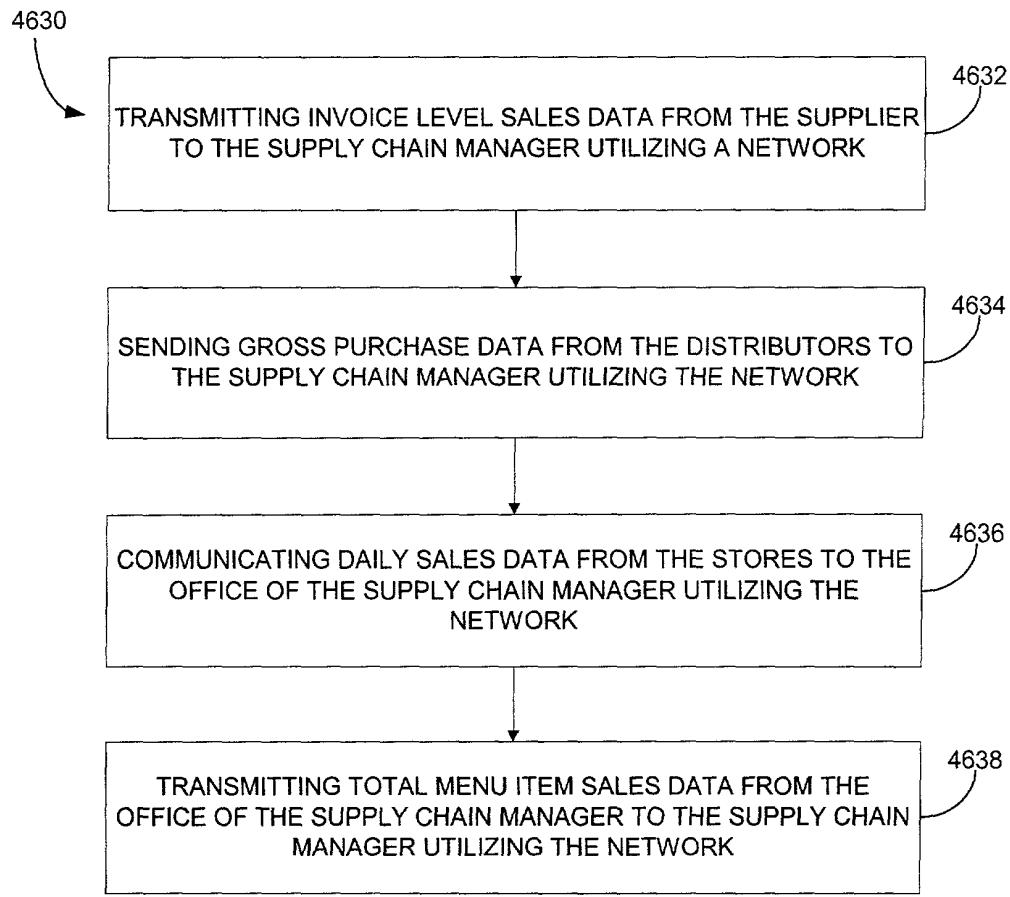
**FIG. 43D**



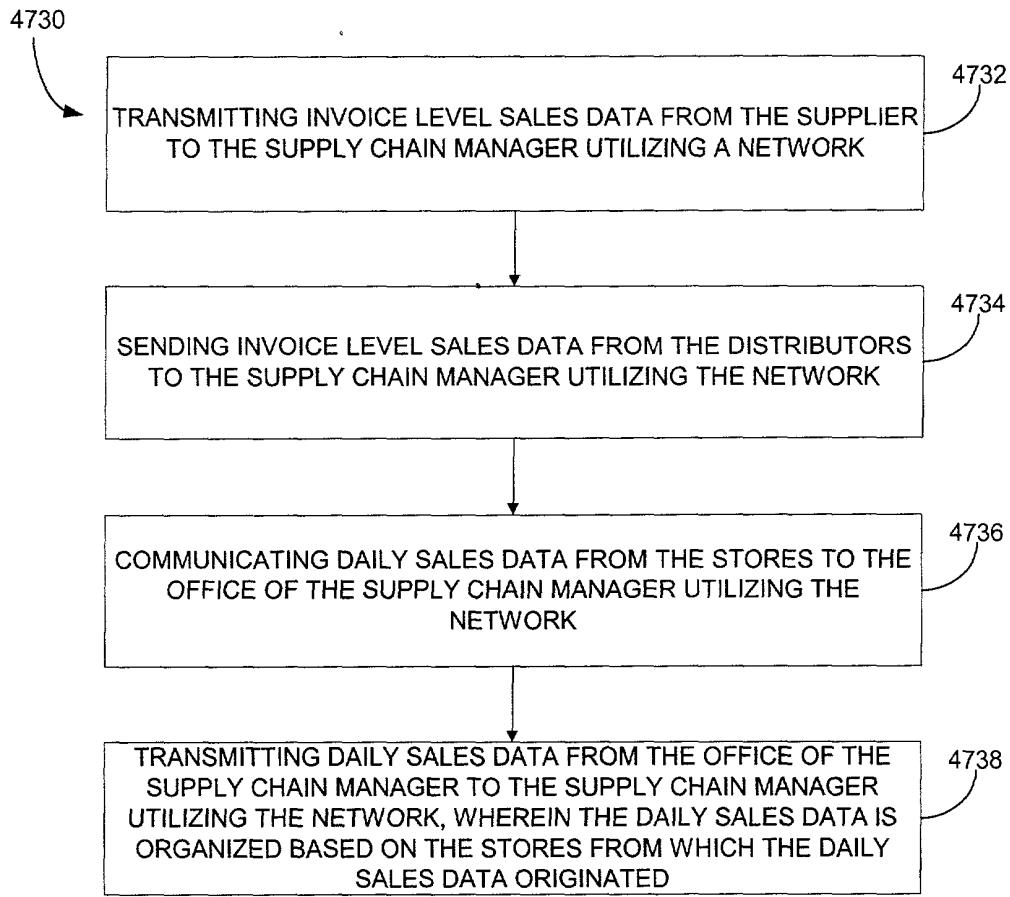
**FIG. 44**

**FIG. 45**





**FIG. 46**



**FIG. 47**

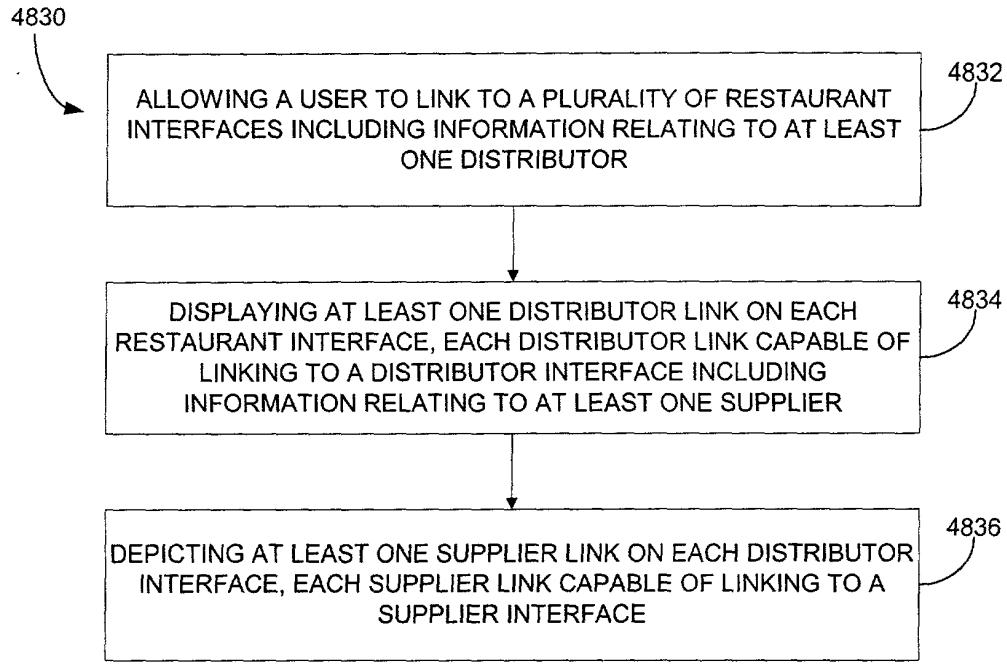


FIG. 48

**FIG. 49**

**Restaurant Services, Inc. - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address  Links

**RSI** **Restaurant Services, Inc.** BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name  Password  Franchisee

**Click For Help**

**4902** **4904** **4900**

**About RSI**

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, transportation and related services on behalf of more than 8,300 restaurants.

**Contact Information**

**Map/Directions**

**General Information**

**Legal Information**

**More About RSI**

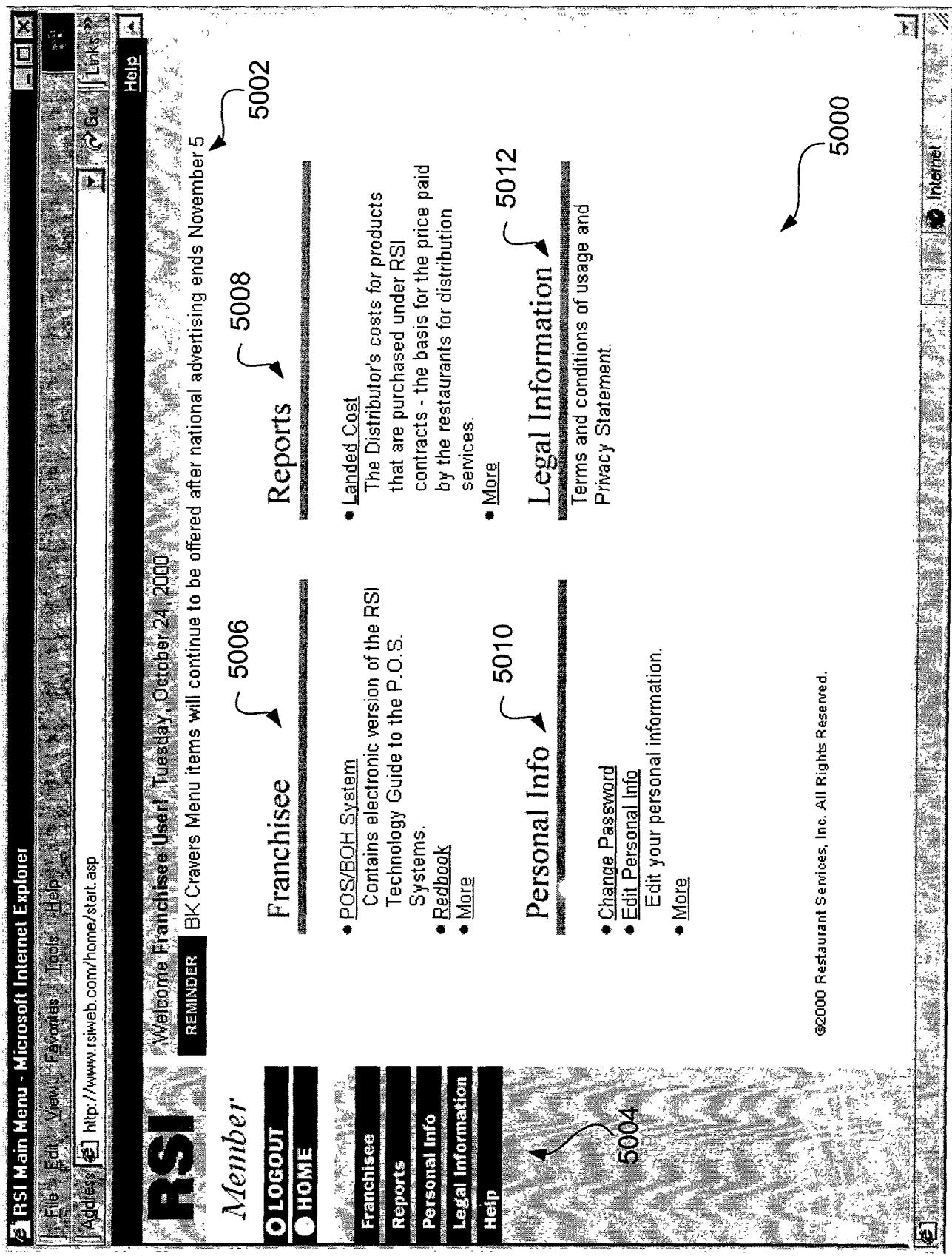
**Help**

**BkC link**

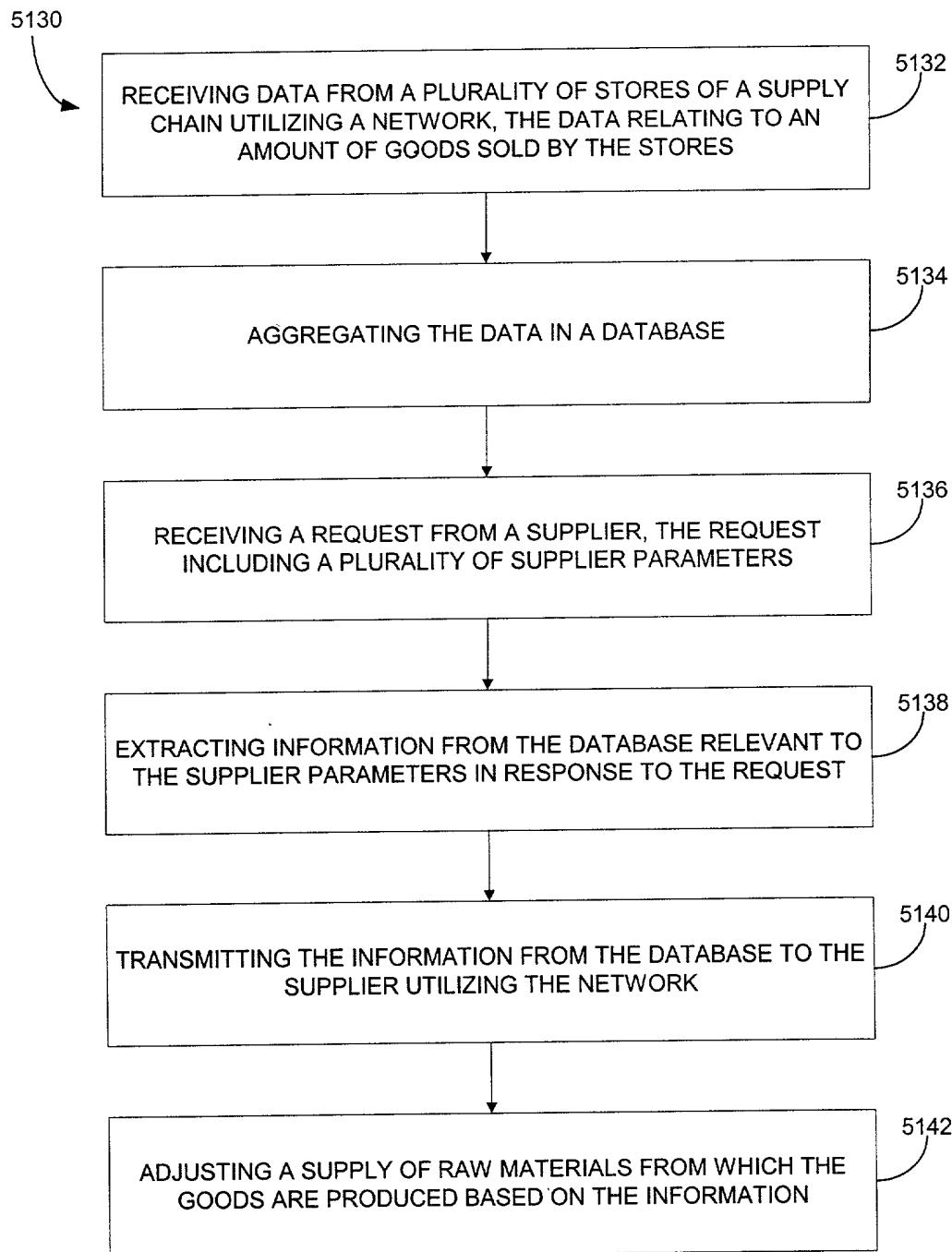
**NFA link**

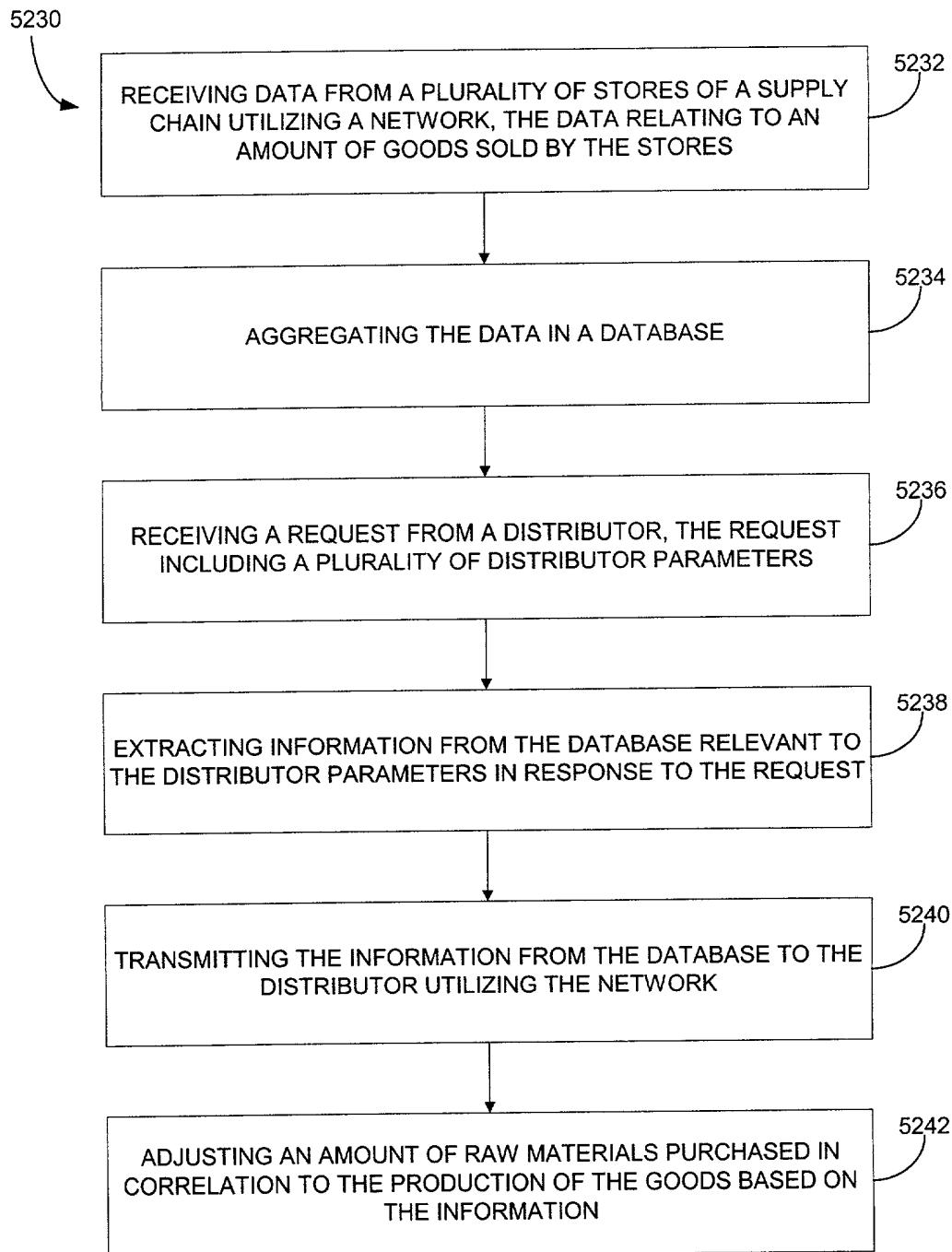
Internet



**FIG. 50**



**FIG. 51**



**FIG. 52**

**RSI**

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/dc/d rptposdally.asp

Go Back Stop Help

**Distributor**

Printer Friendly Version

**5300**

**POS Implied Daily Usage - Distributor**  
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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14 Day Rolling (Total Cases)														Weekly Ending Total							
DC Item No	Item Description	% Chg 14 Day Avg	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	10/7	10/6	9/25	9/18
Number of Restaurants Serviced by DC																					
18996	SAUCE, BBQ BULK BULLSEYE	0.00%	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197	
20788	MUSTARD: BULK BK	0.00%	12	19	20	18	14	14	13	14	19	19	18	16	15	14	110	104	104	100	
24340	MAYONNAISE: BULK BK	0.00%	134	187	211	173	198	154	193	150	200	208	176	185	151	1184	1148	1142	1109		
24966	STRAW: WRAPPED .75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178		
25318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56	58		
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	3	3	3	3	2	2	2	18	15	8	9		
27662	KETCHUP: BULK BAG IN BOX	0.00%	86	134	142	116	104	102	101	100	138	139	115	108	102	786	771	776	743		
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	206	160	143	142	139	144	197	197	180	142	140	1112	1070	1078	1044		

Done Internet

**FIG. 53**

**FIG. 54**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://test.rsilink.com/dc/dc/lptpromodetail.asp?dc=26576

Printer Friendly Version       Color  Links  Help

**RSI**  
Logout       **HOME**

**Distributor**

**REINHART - CEDAR RAPIDS, IA**  
**Local Promotion Summary by DC**  
**Tuesday, October 24, 2000**

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Local Promotion Option	Start Date	Projected Only Usage	Duration [In Weeks]	Participating Restaurants	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL 5/1/00	85	99	8	28
	Davenport-R-Moline, IA 6/1/00	85	32	17	50
	Des Moines-Ames, IA 7/1/00	85	17	10	17
	Omaha, NE 7/1/00	85	17	10	17
	Peoria, IL 6/1/00	85	99	1	17
	Sioux City, IA 6/26/00	85	99	10	17
	Springfield-Decatur-Chmpg, IL 6/1/00	85	99	1	17
<b>32 oz. Motor Cup Total</b>				<b>131</b>	
<b>Big King</b>	Cedar Rapids/Matador-Dubu, IA 4/15/00	99	19		
	Davenport-R-Moline, IA 4/15/00	99	17		
	Ottumwa-Kilkissville, IA 4/15/00	99	3		
<b>Big King Total</b>				<b>39</b>	
<b>Pancake Minis</b>	Chicago, IL 5/15/00	20	99	8	17
	Peoria, IL 5/1/00	20	99	10	10
	Sioux City, IA 4/15/00	20	99	35	
<b>Pancake Minis Total</b>					

Done  Internet

**RSI**

POS Implied Daily Usage - Supplier

Supplier: **TYSON FOODS**

Supplier: **TYSON FOODS**

Printer Friendly Version

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

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FOB Point	RSI Item No	Item Description	14 Day Rolling (Total Cases)												Week Ending Total
			Avg 10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	
<b>TOTAL</b>															
6	CHICKEN-PATTY	0.00%	90	137	144	111	100	98	96	100	134	137	125	100	100
7	CHICKEN-BK BROILER	0.00%													
8	CHICKEN-TENDERS	0.00%													
	CHICKN														

Done

Internet

5500

**FIG. 55**

**FIG. 56**

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/rainf/rptlc.asp?report=true

Help

RSI Landed Cost Report

5600

Printer Friendly Version      Restaurant Landed Cost Verification Report

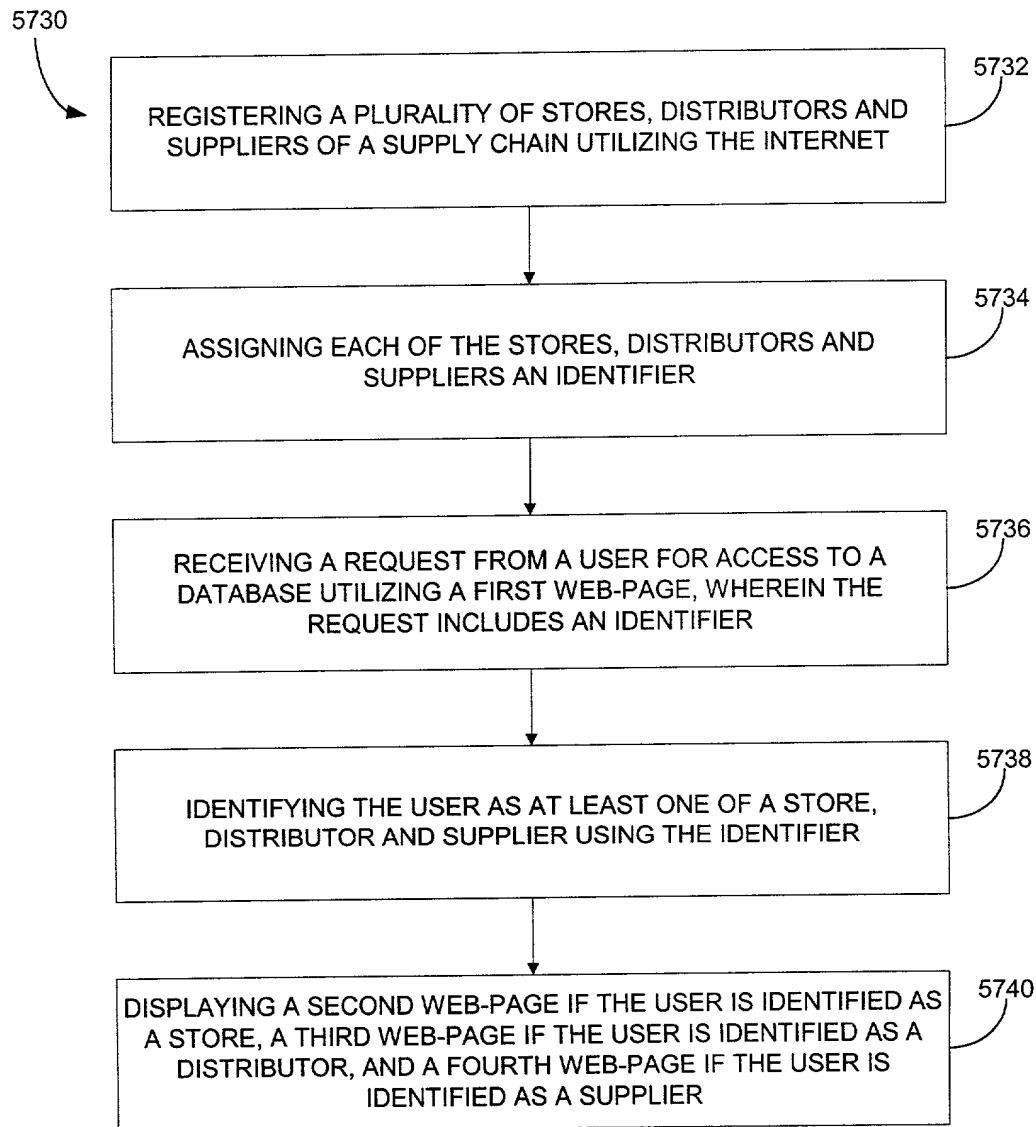
Report Date: Sunday, October 22, 2000  
 Restaurant Number: 0003473  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
 Contact Number: 305-529-3409

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RSI Item No.	RSI Item Description	DC Cost	Markup	Resl Cost
10340	REGISTER TAPE-THERMAL 2.25 X 165'	\$21.27	\$1.57	\$22.84
12880	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18080	SAUCE BULK KRAFT BULLSEYE	\$24.49	\$1.57	\$26.05
19432	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	MUSTARD-BULK 3 GAL	\$6.45	\$1.57	\$8.02
20940	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	SAUCE BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done



**FIG. 57**

5804

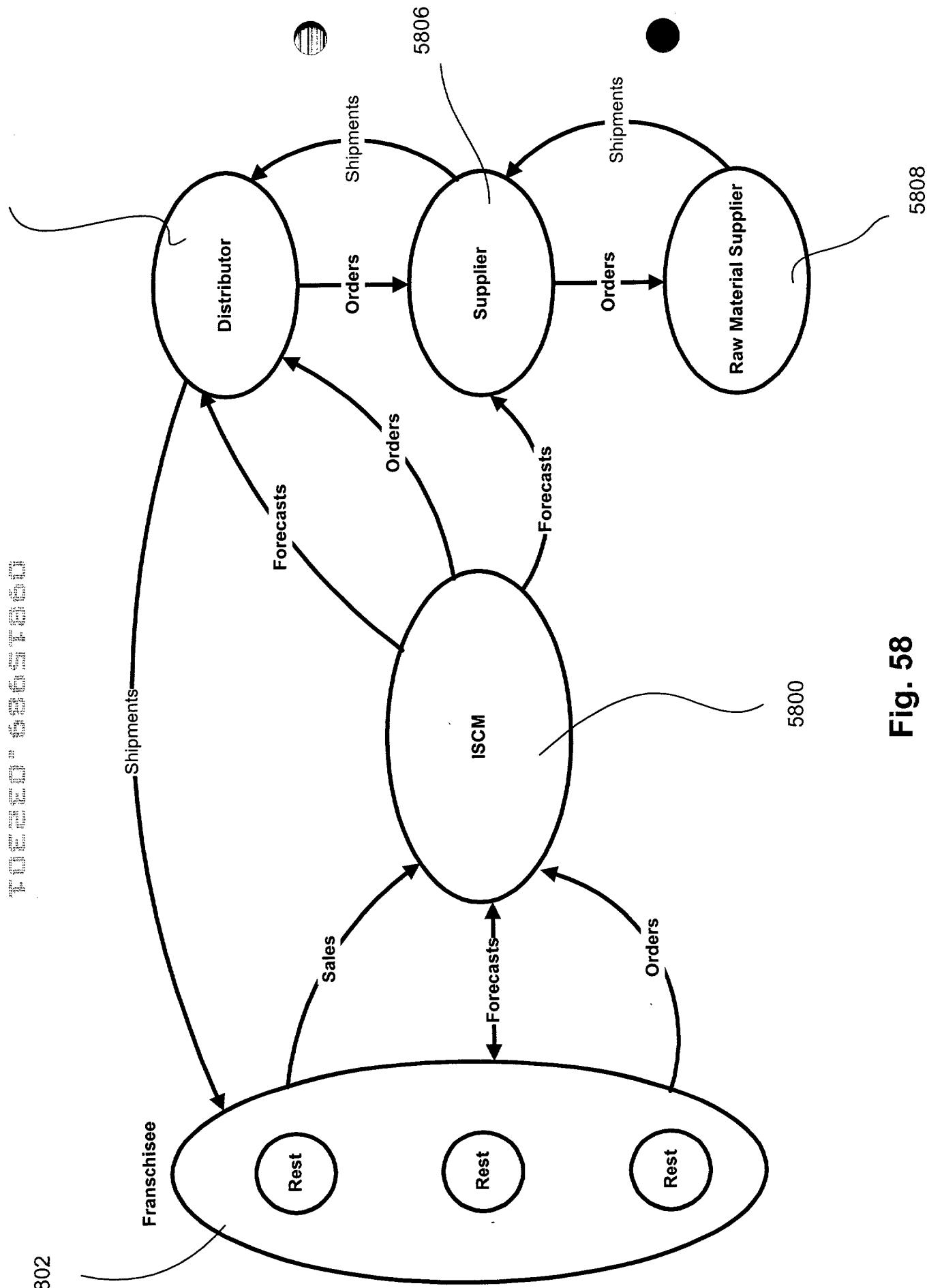
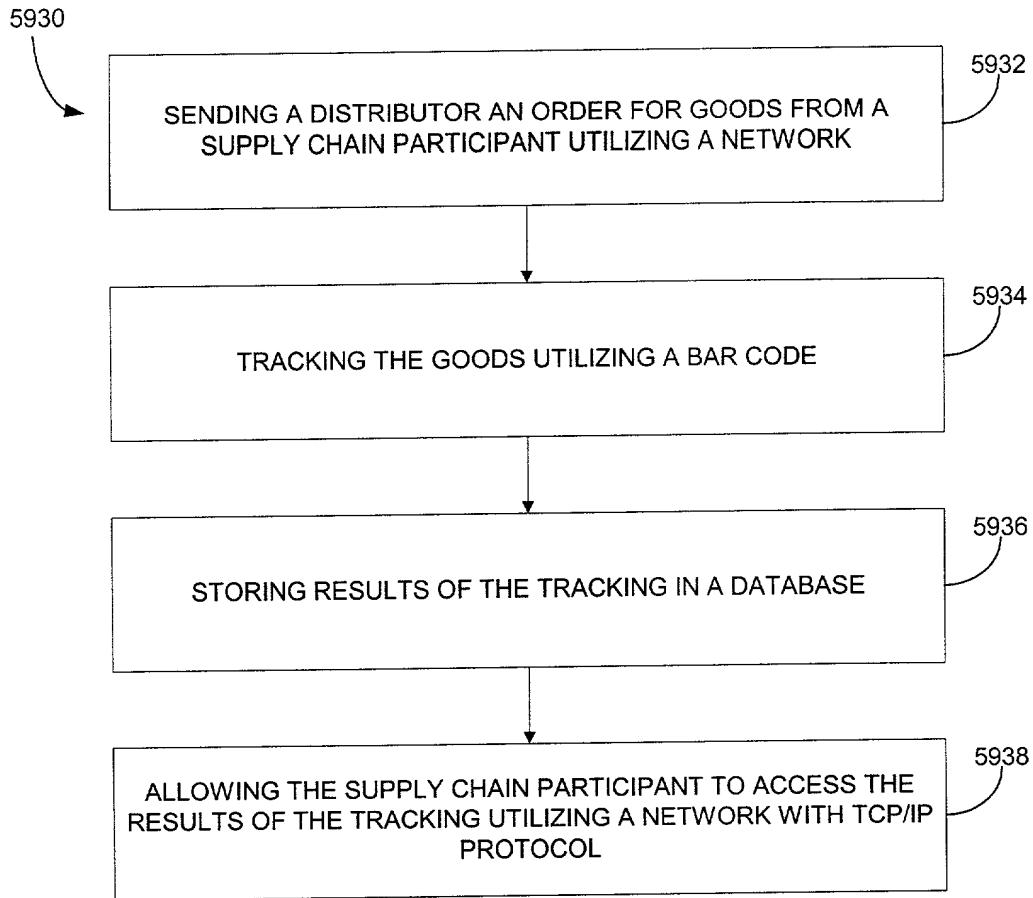
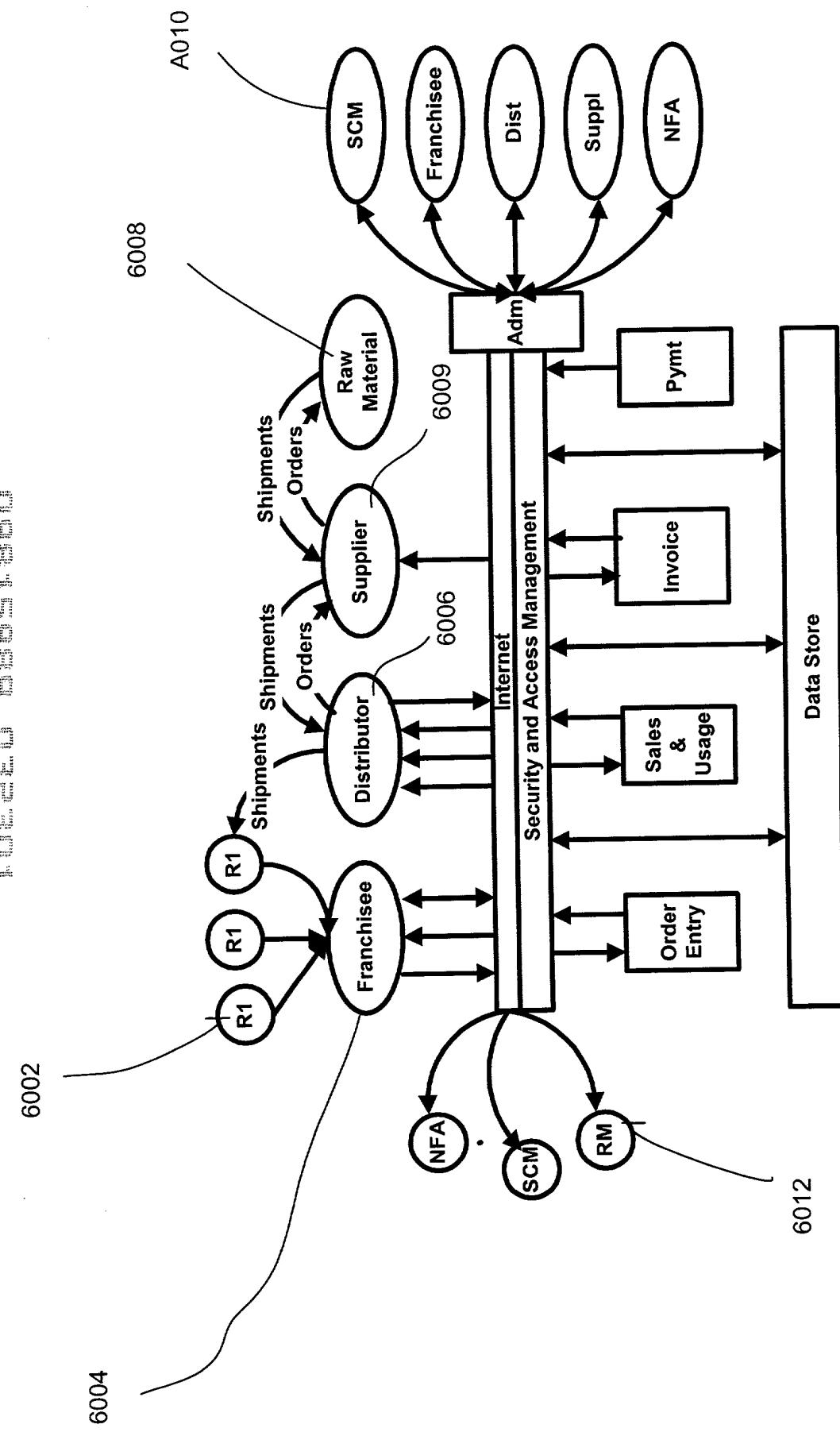


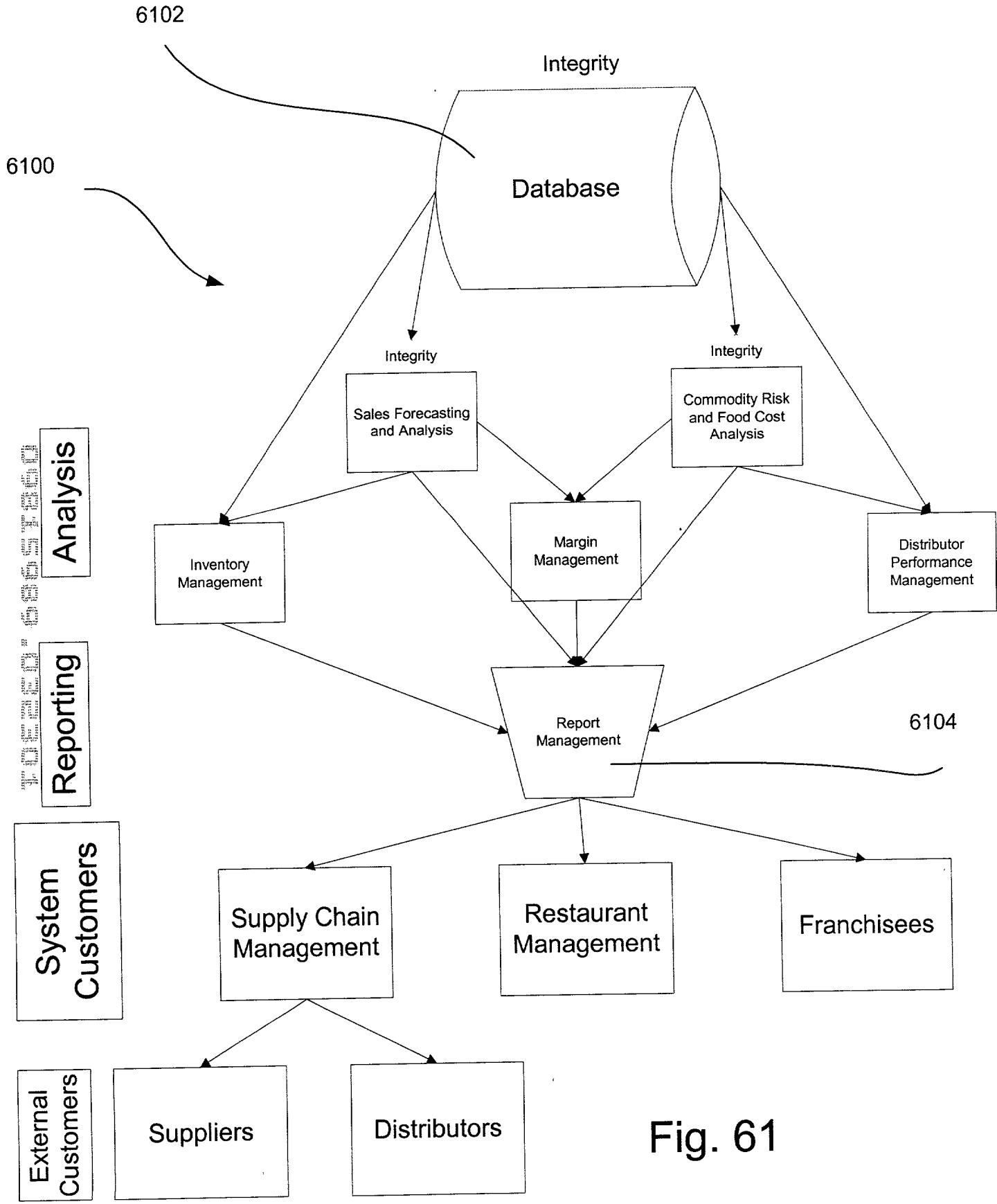
Fig. 58

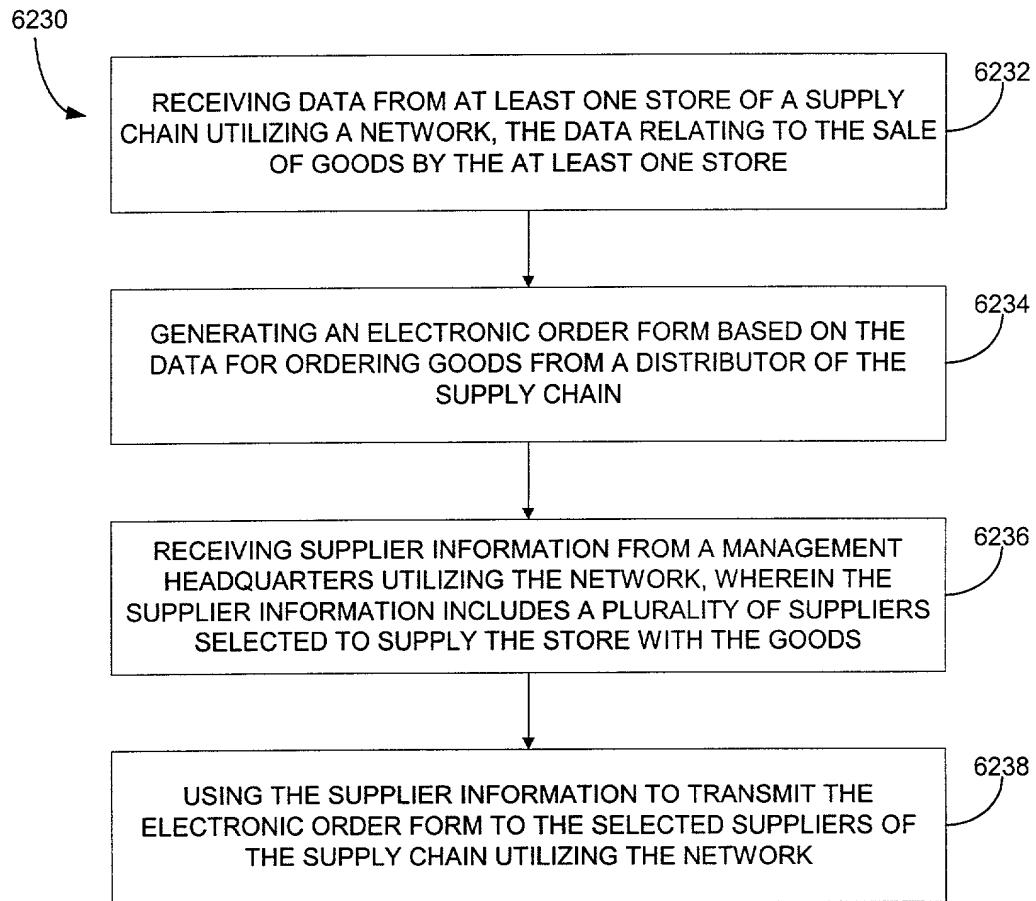


**FIG. 59**

**Fig. 60**

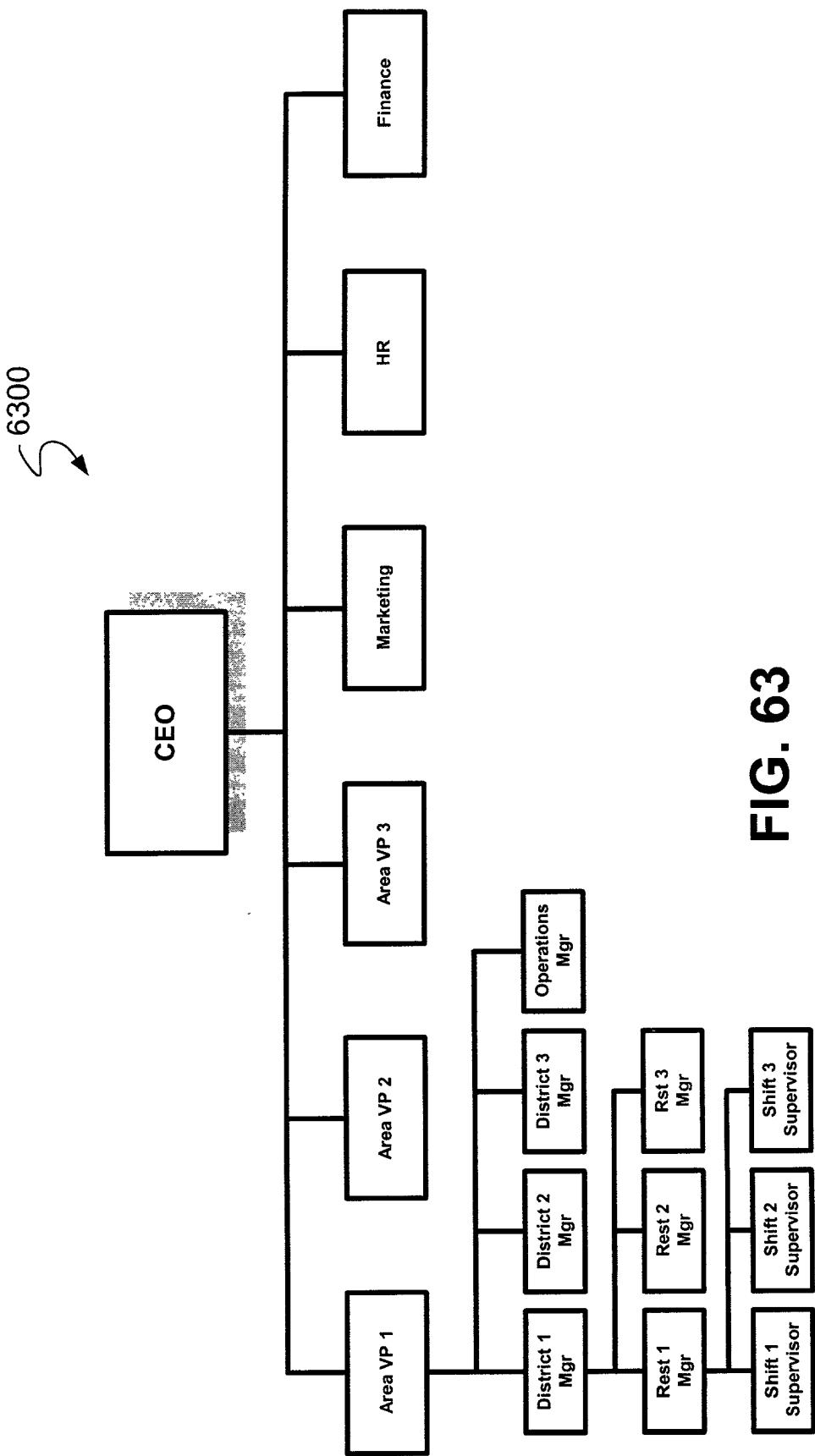


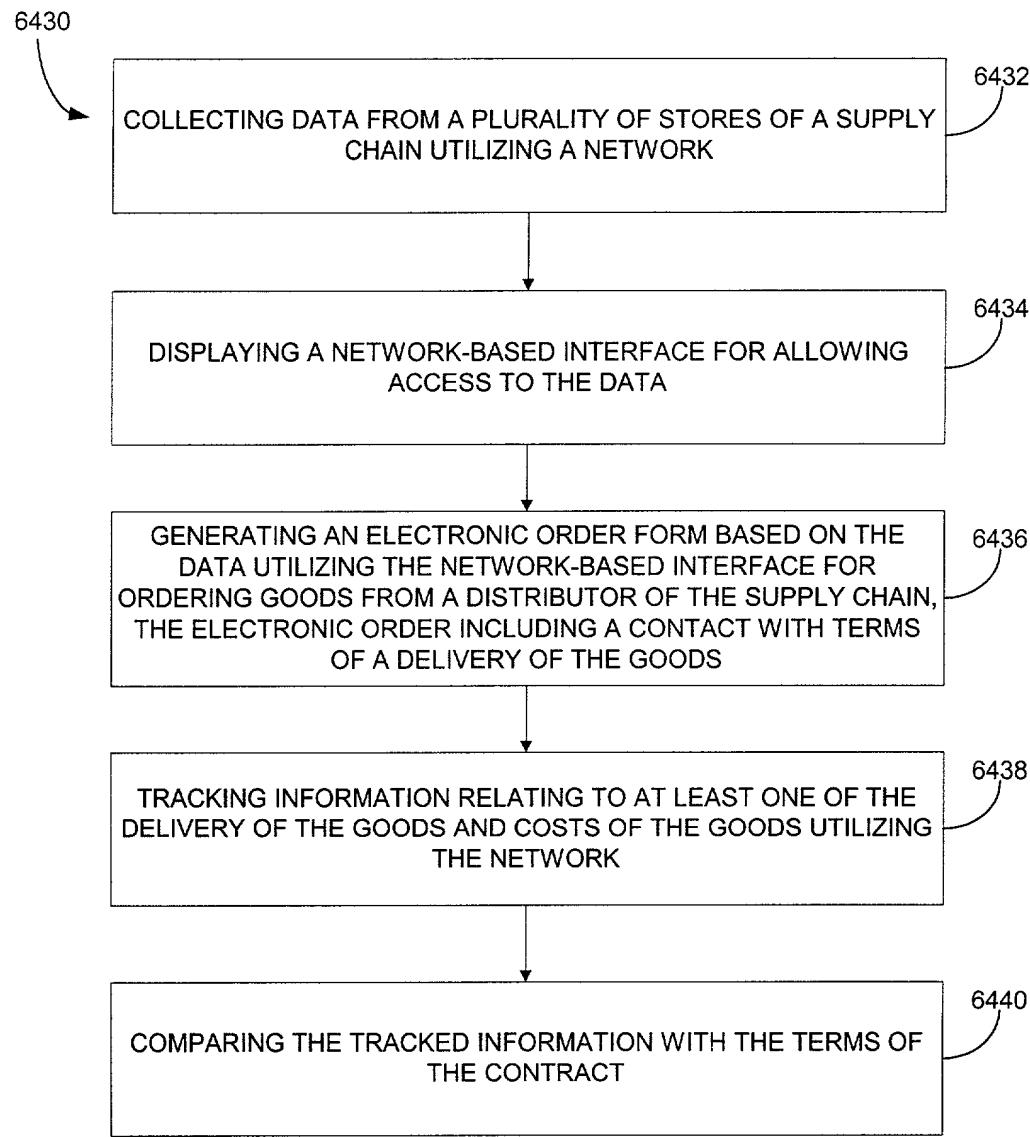




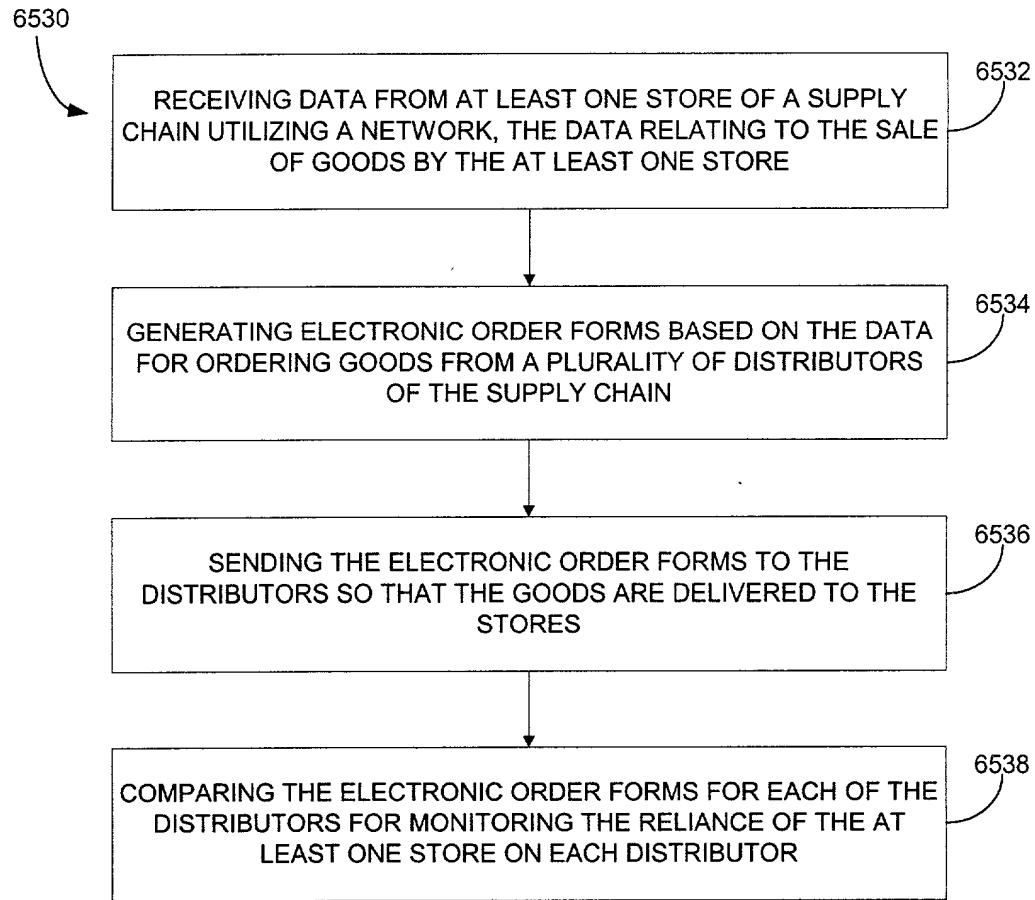
**FIG. 62**

**FIG. 63**

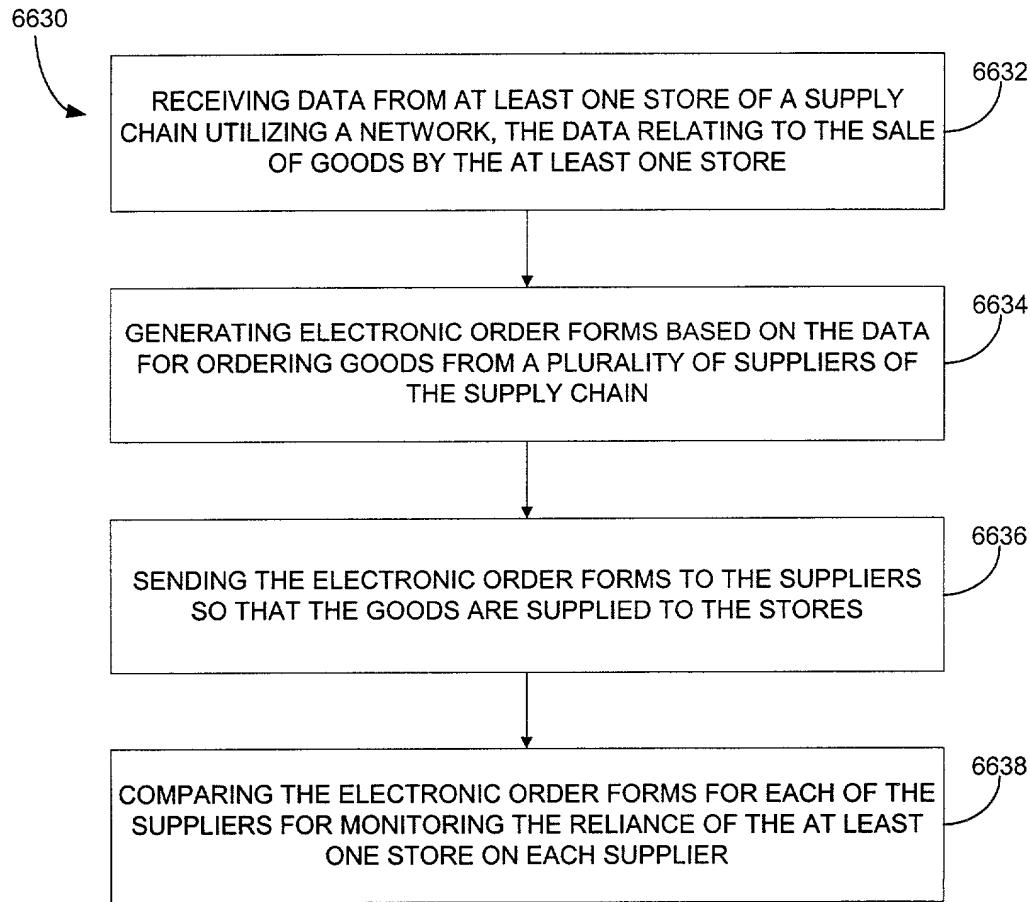




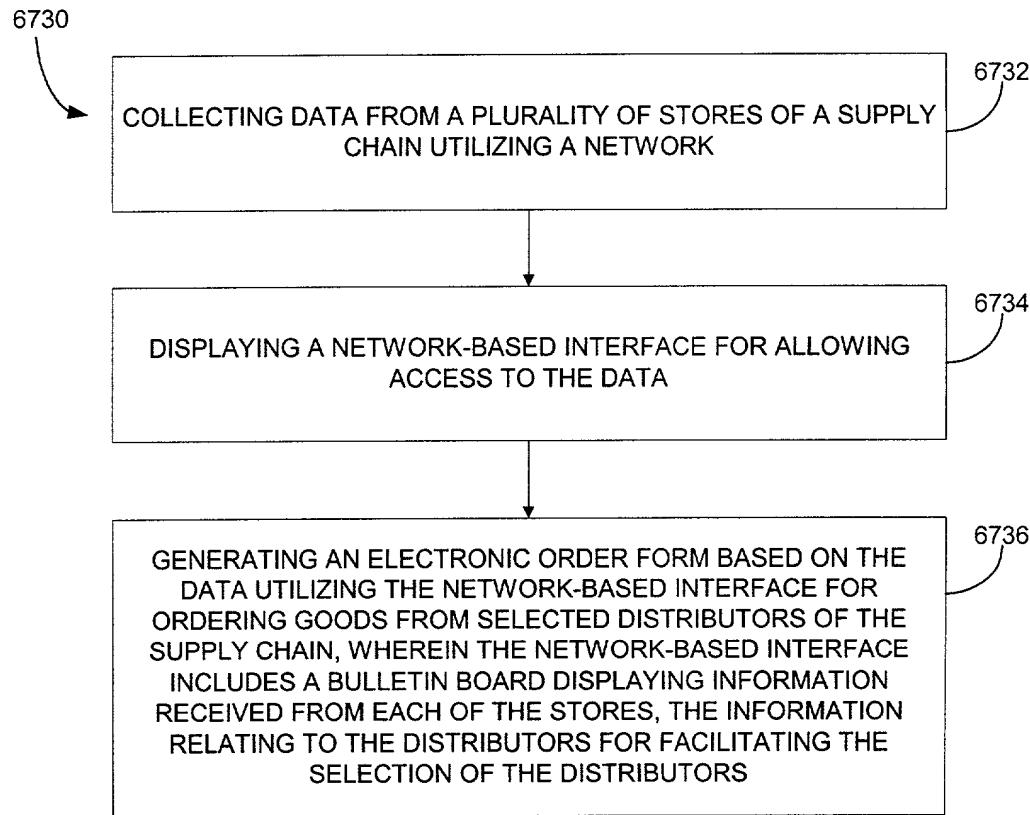
**FIG. 64**



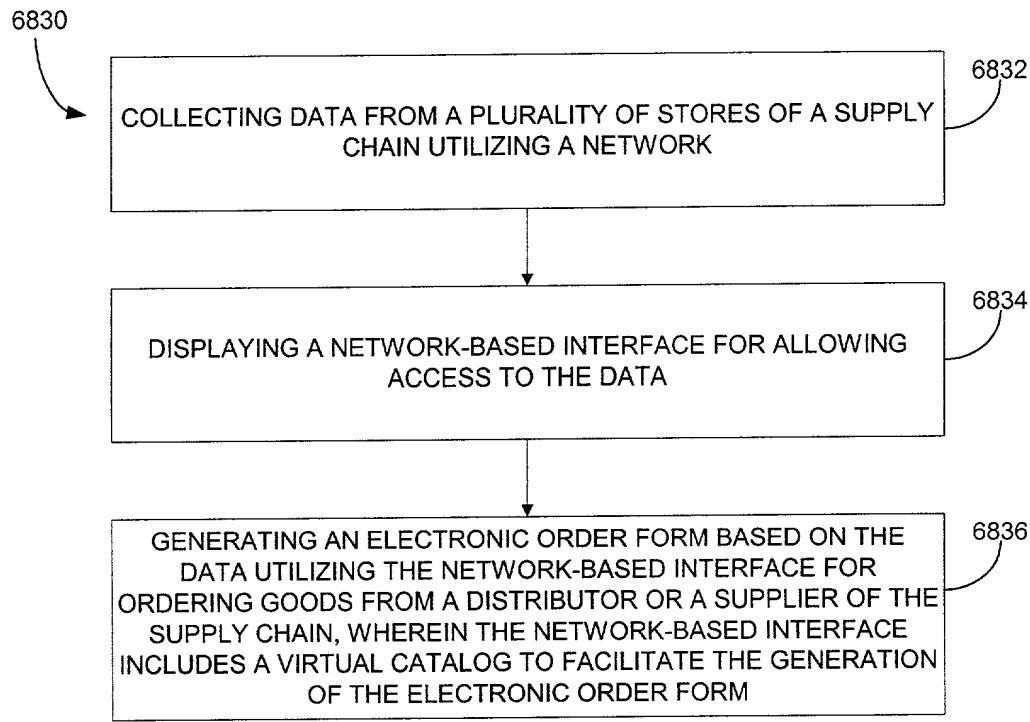
**FIG. 65**



**FIG. 66**

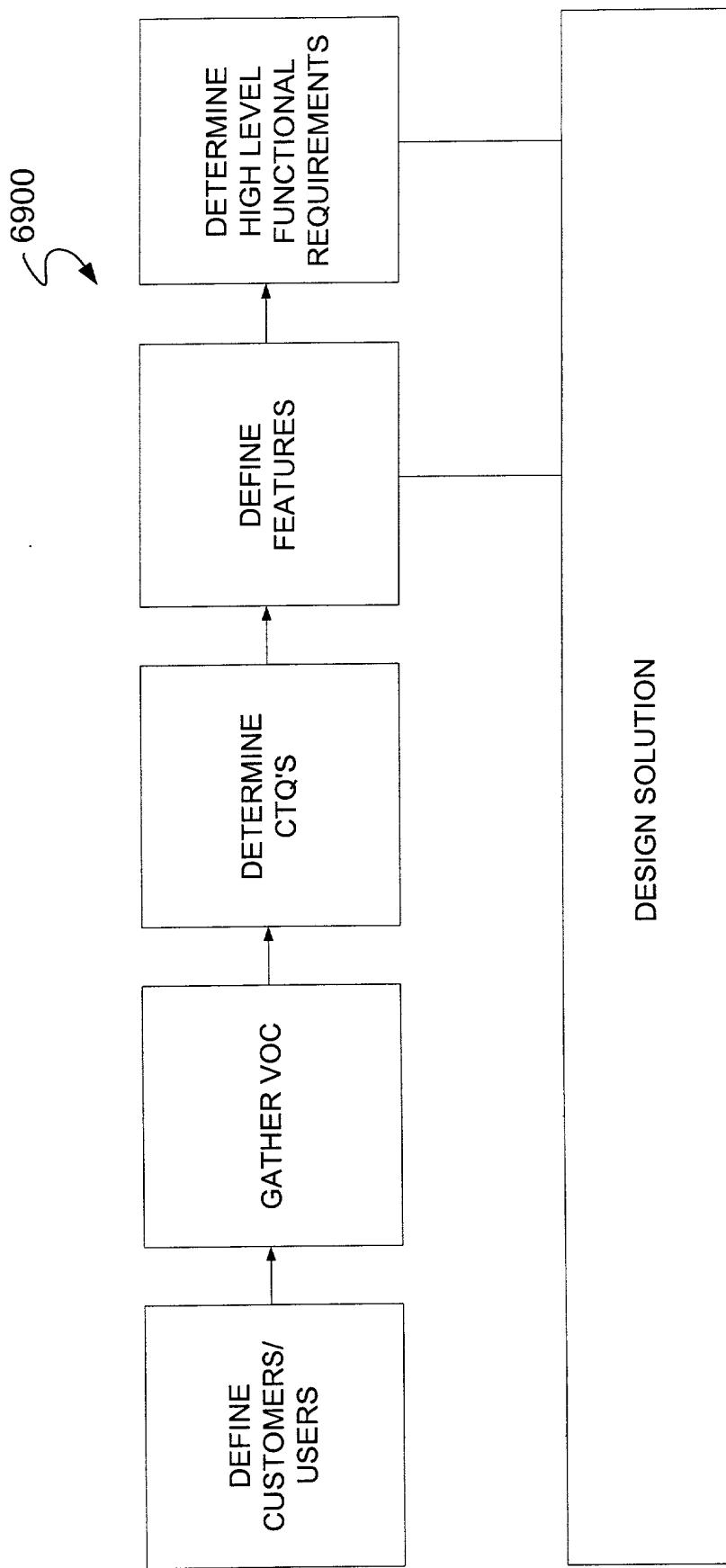


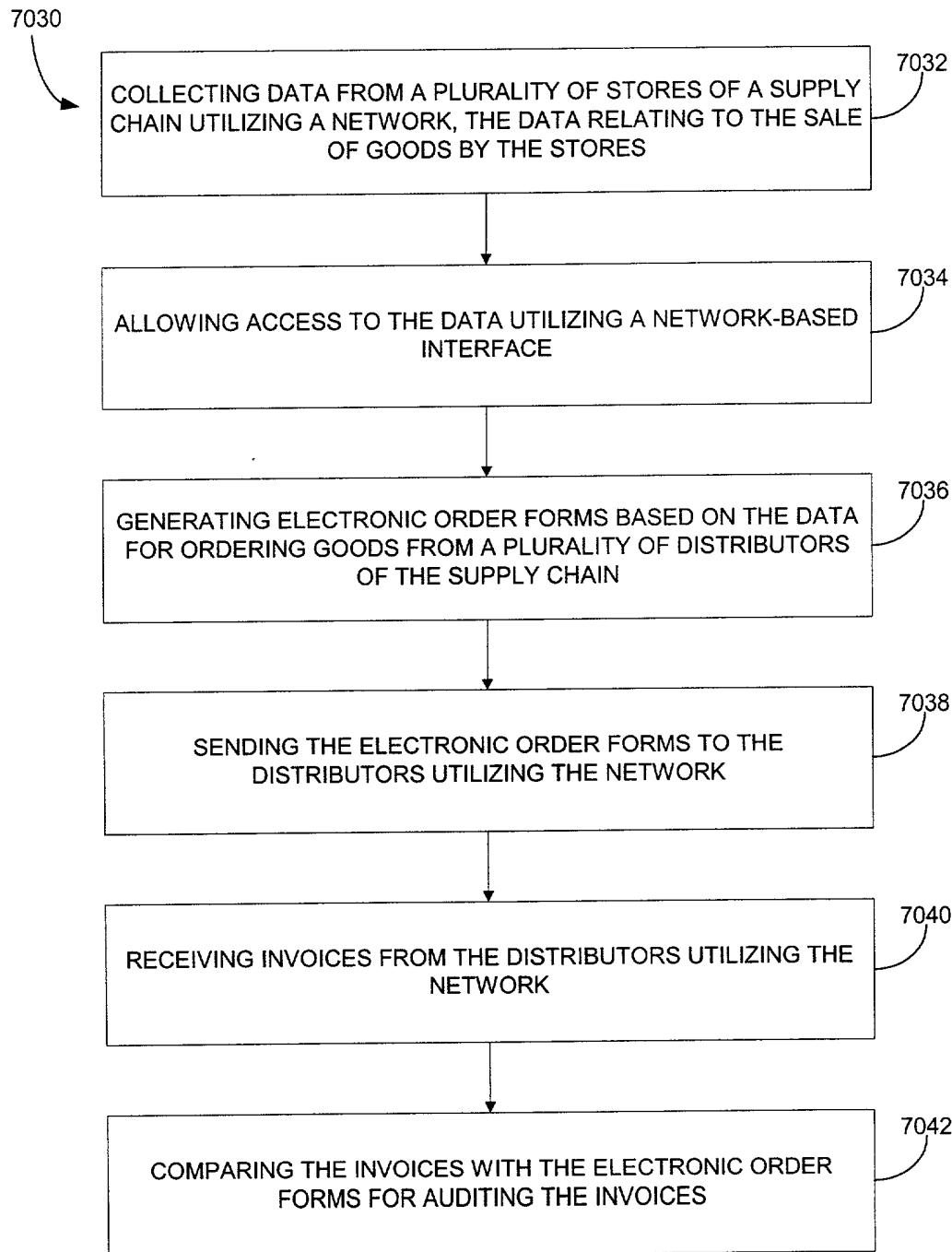
**FIG. 67**



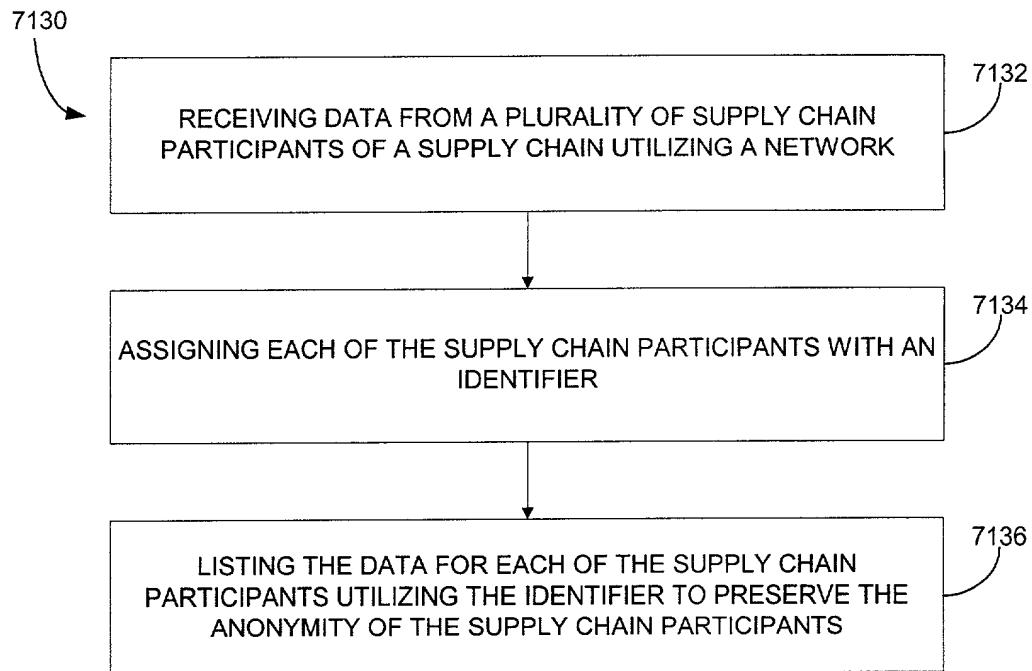
**FIG. 68**

**FIG. 69**

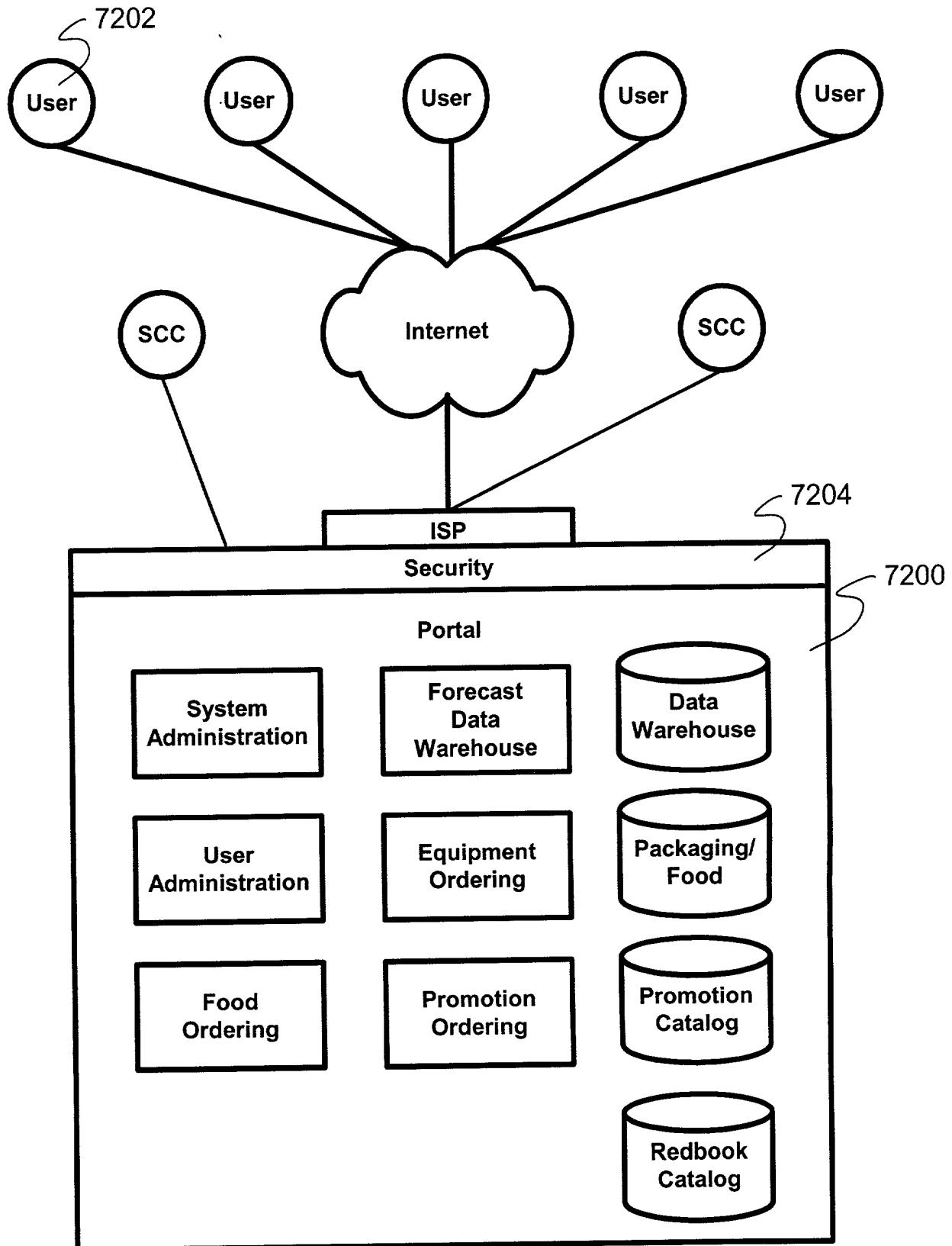




**FIG. 70**

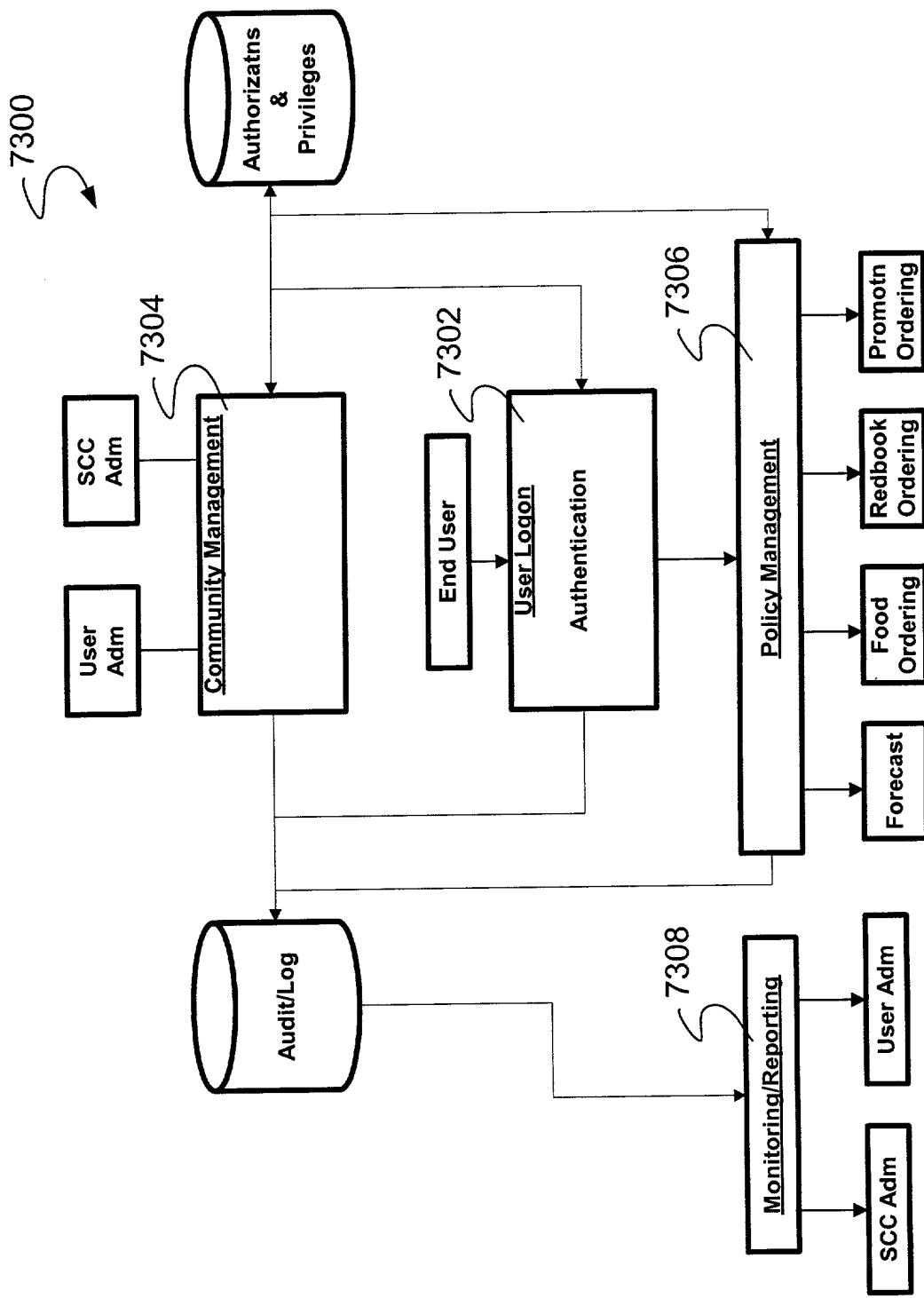


**FIG. 71**

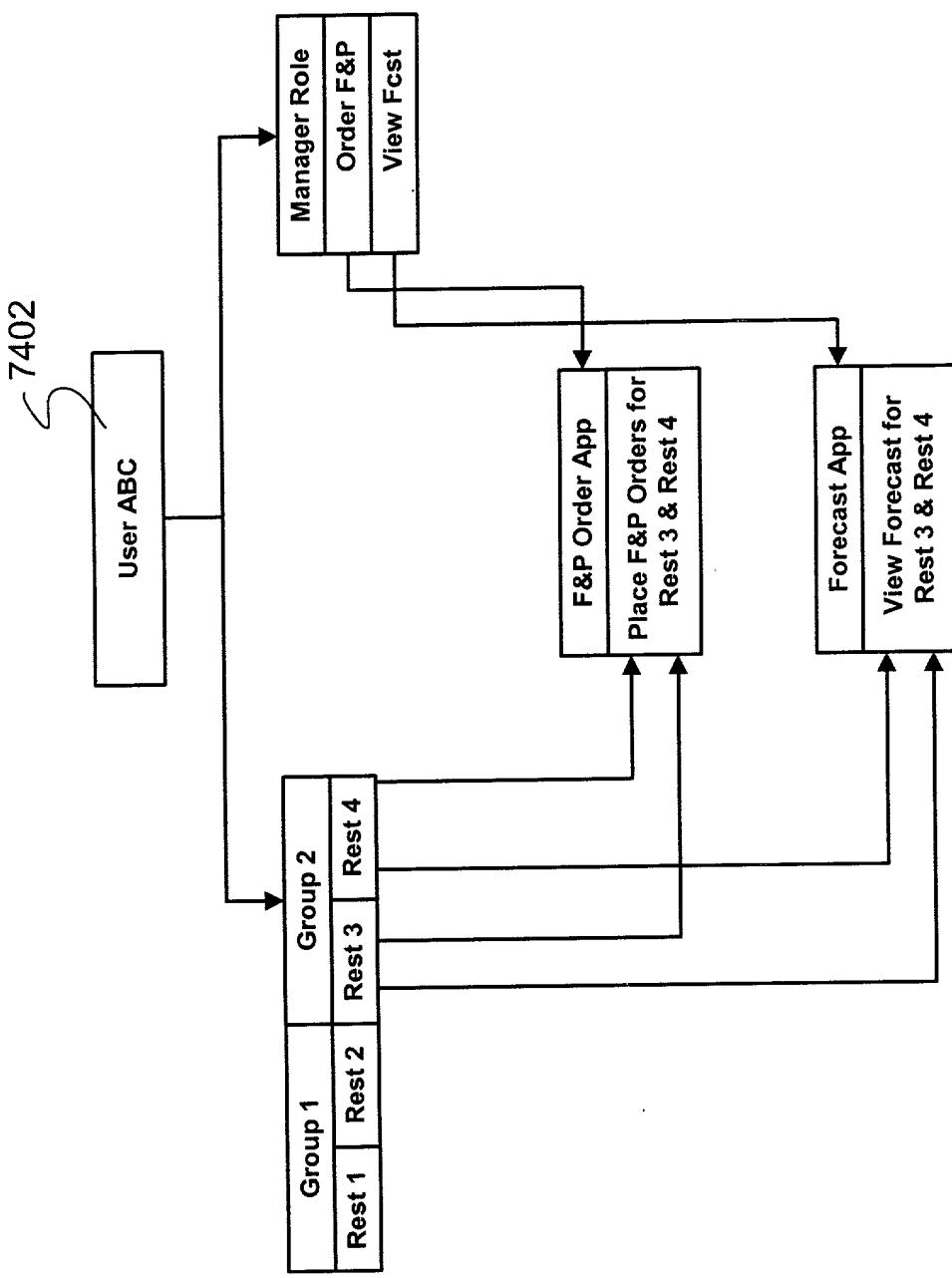


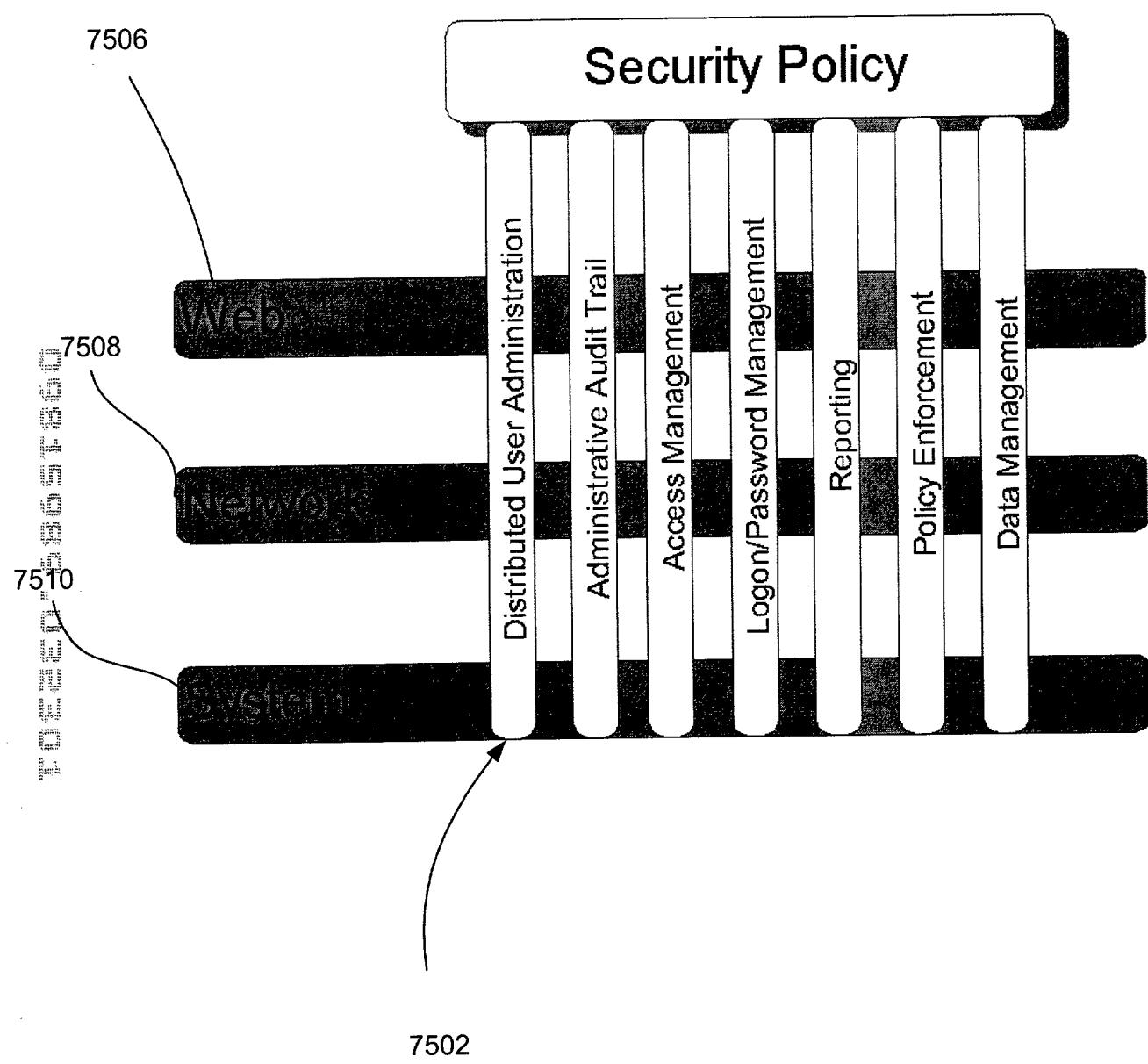
**FIG. 72**

**FIG. 73**



**FIG. 74**





**Fig. 75**

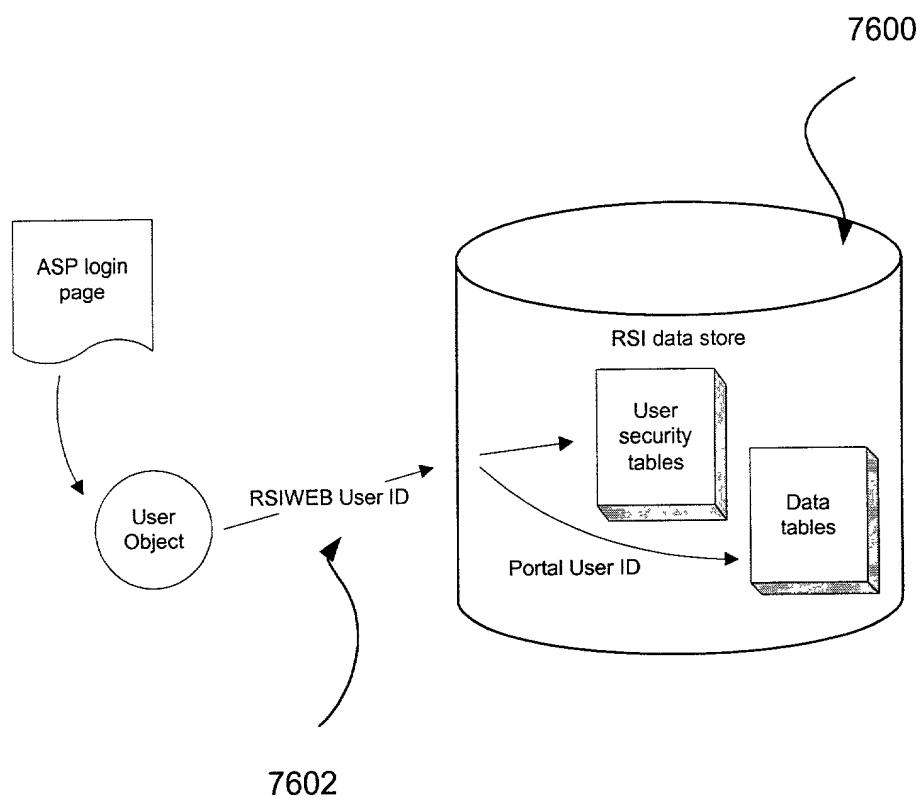
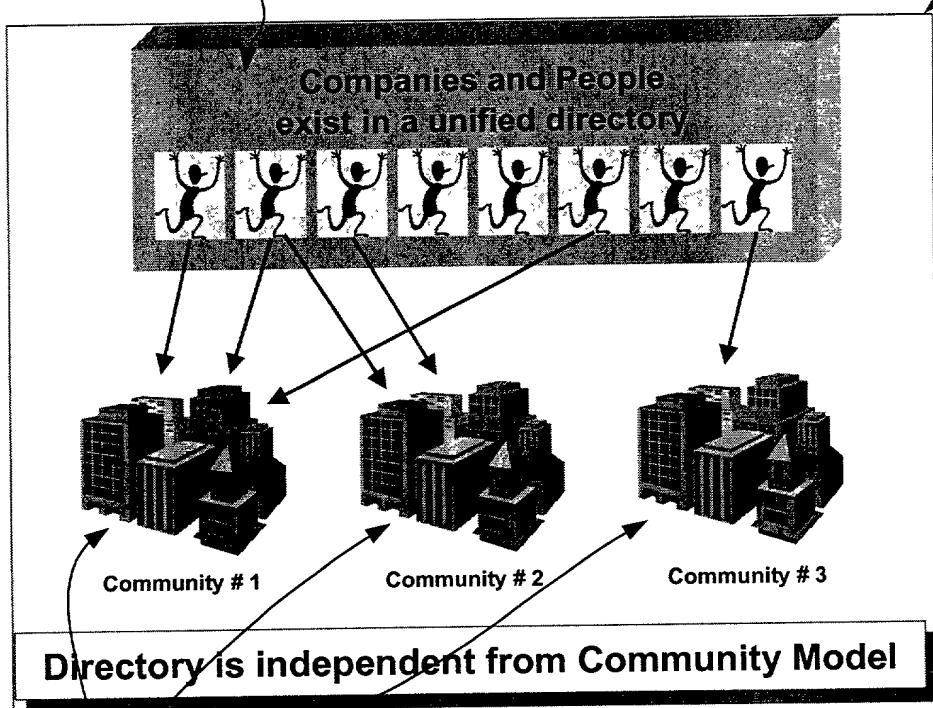


Fig. 76

7700

7704



7702

**Fig. 77**

7800

7802

7804

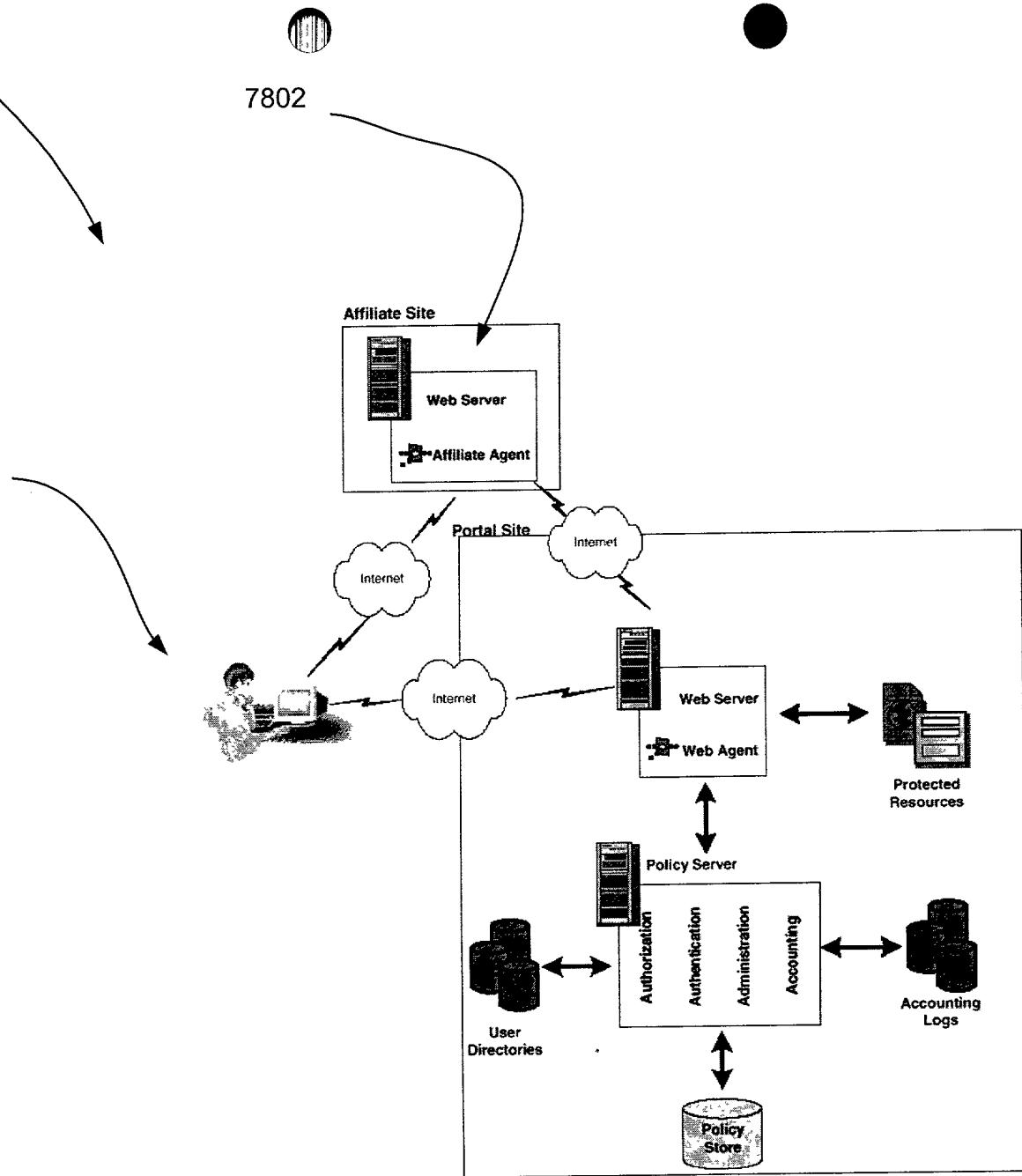


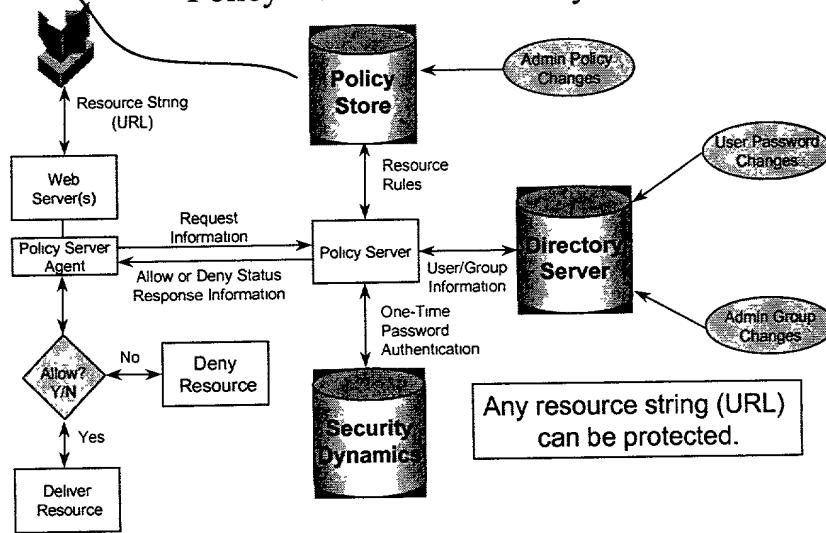
Fig. 78

7900

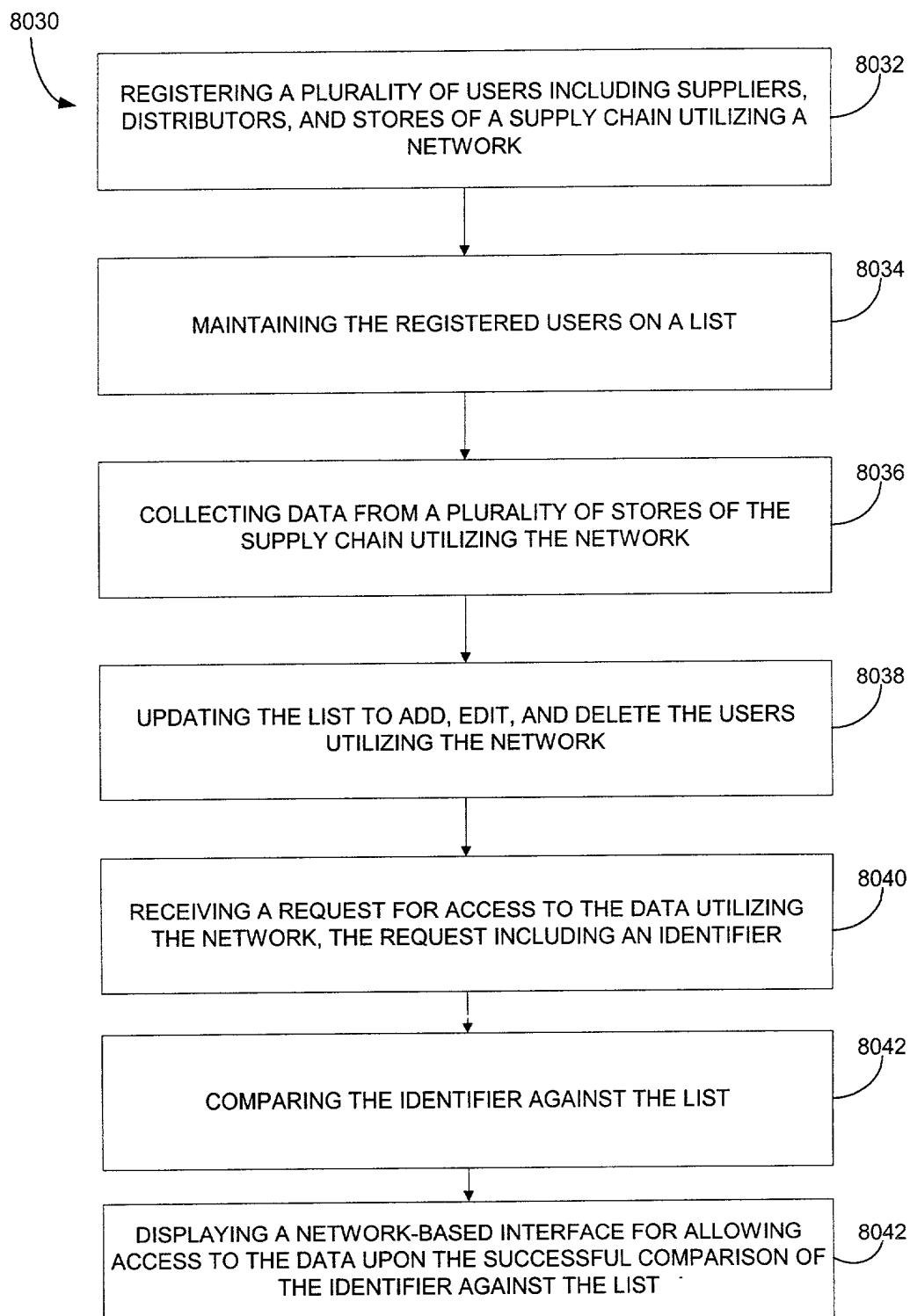


7902

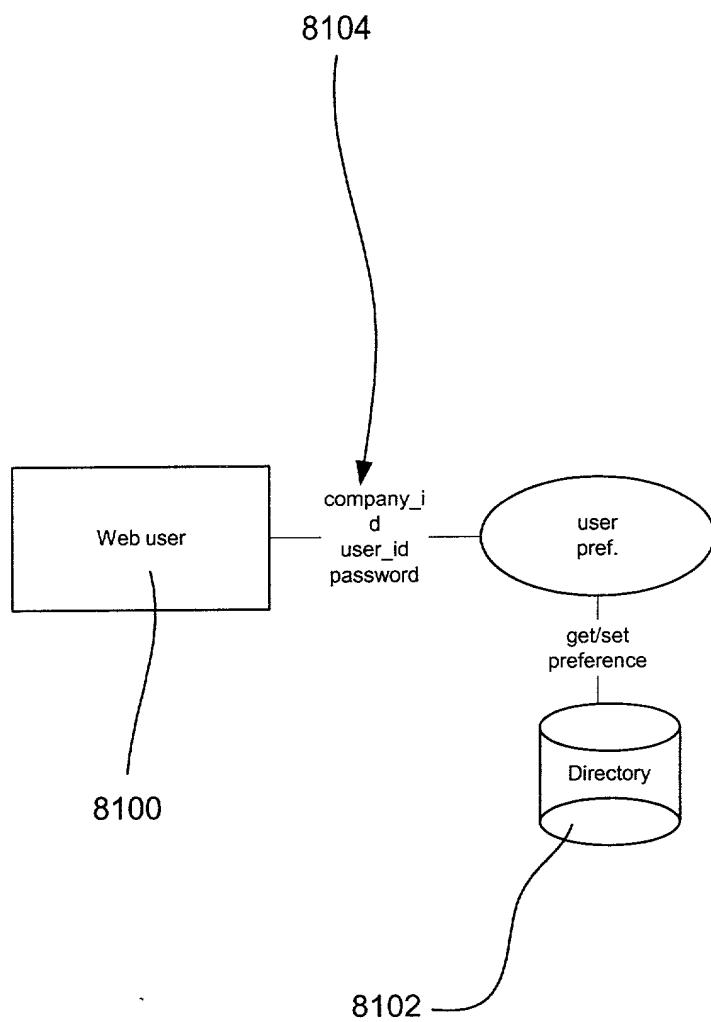
### Policy-Based Web Security Model



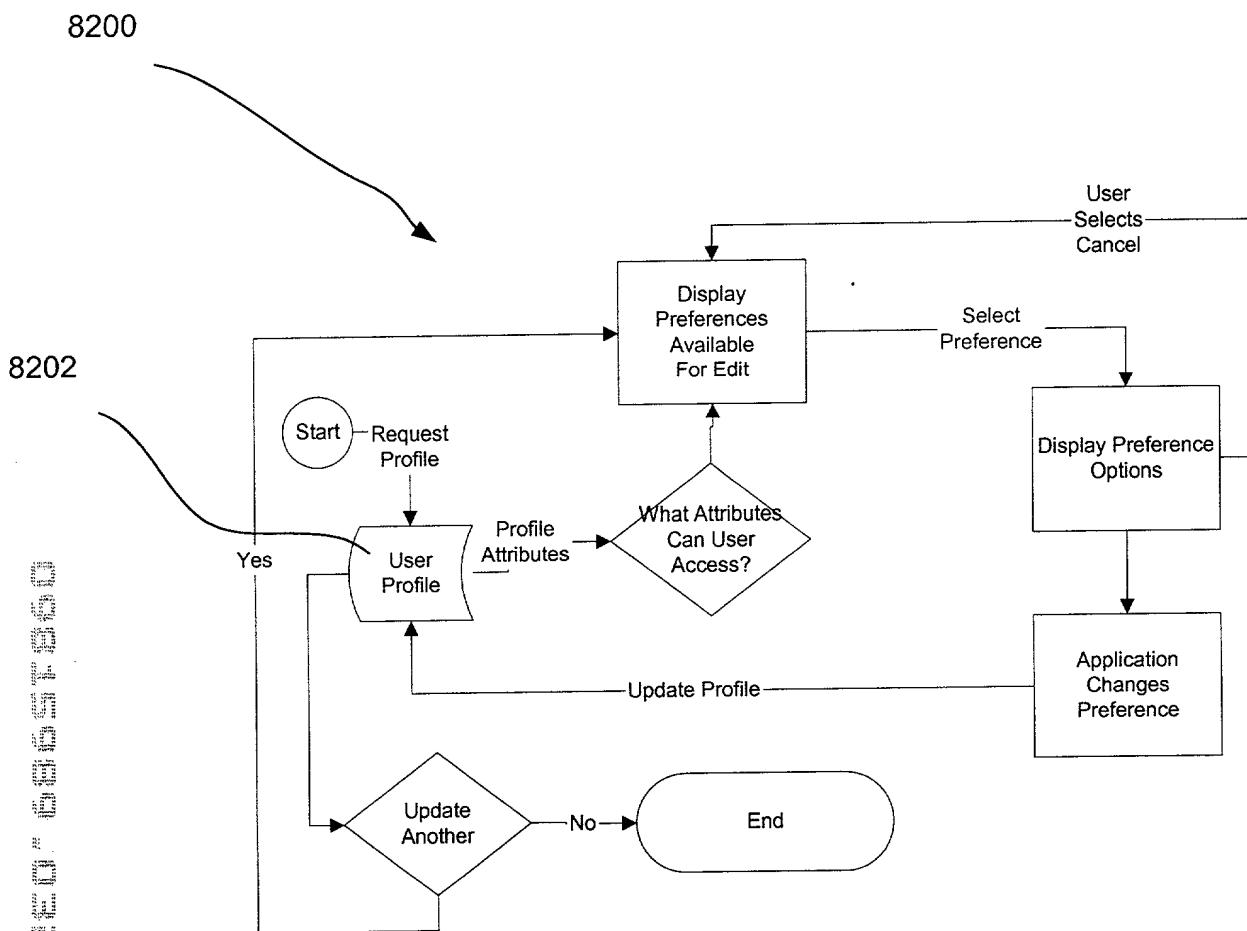
**Fig. 79**



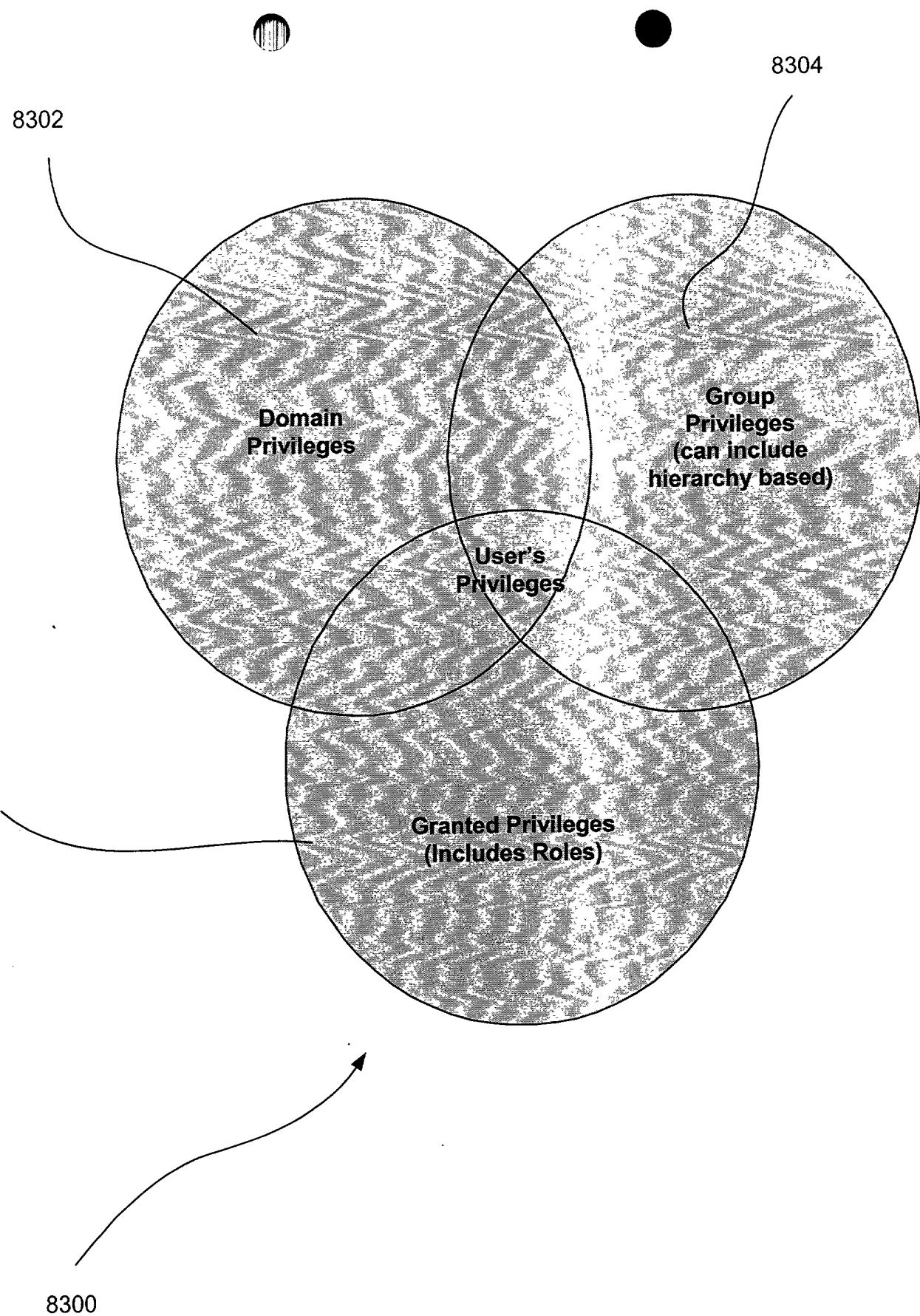
**FIG. 80**



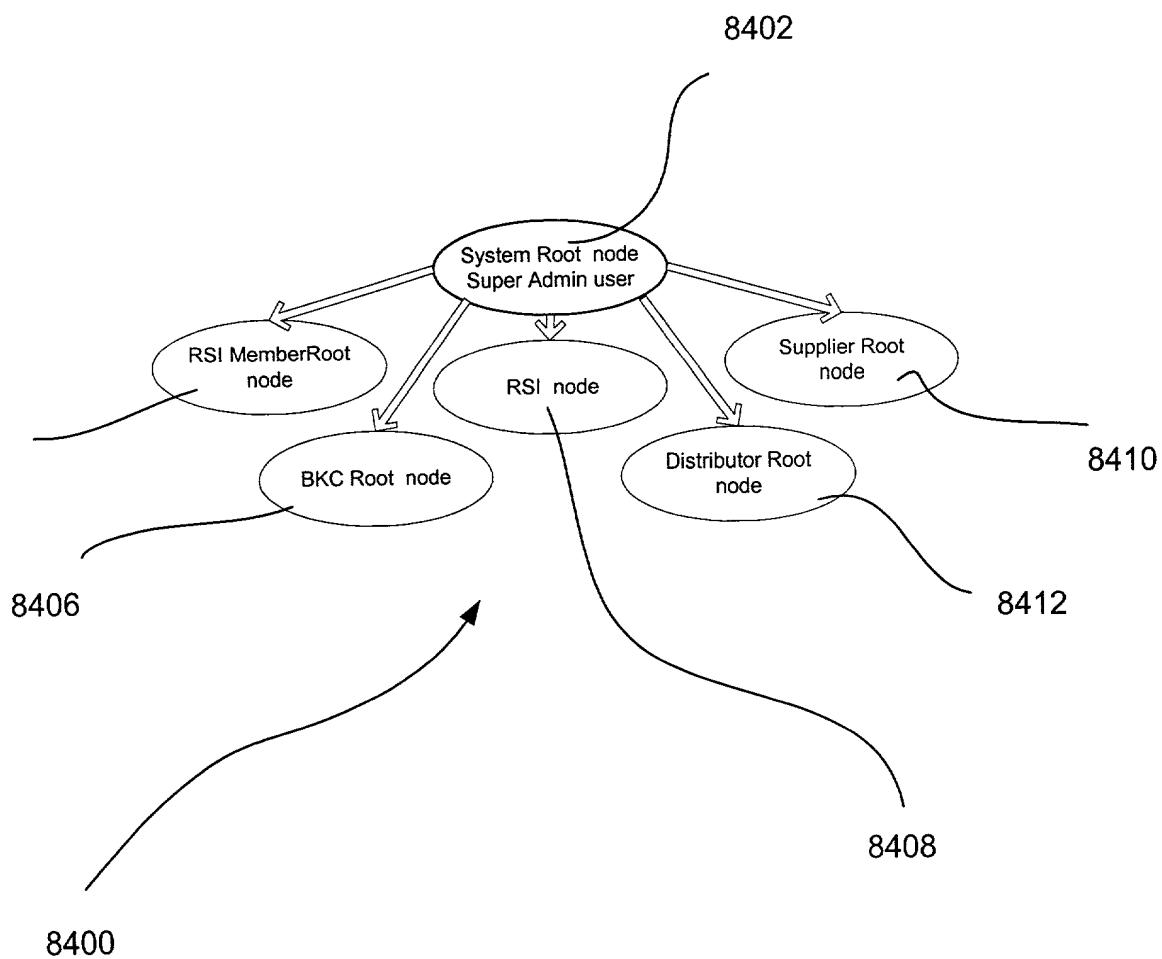
**Fig. 81**



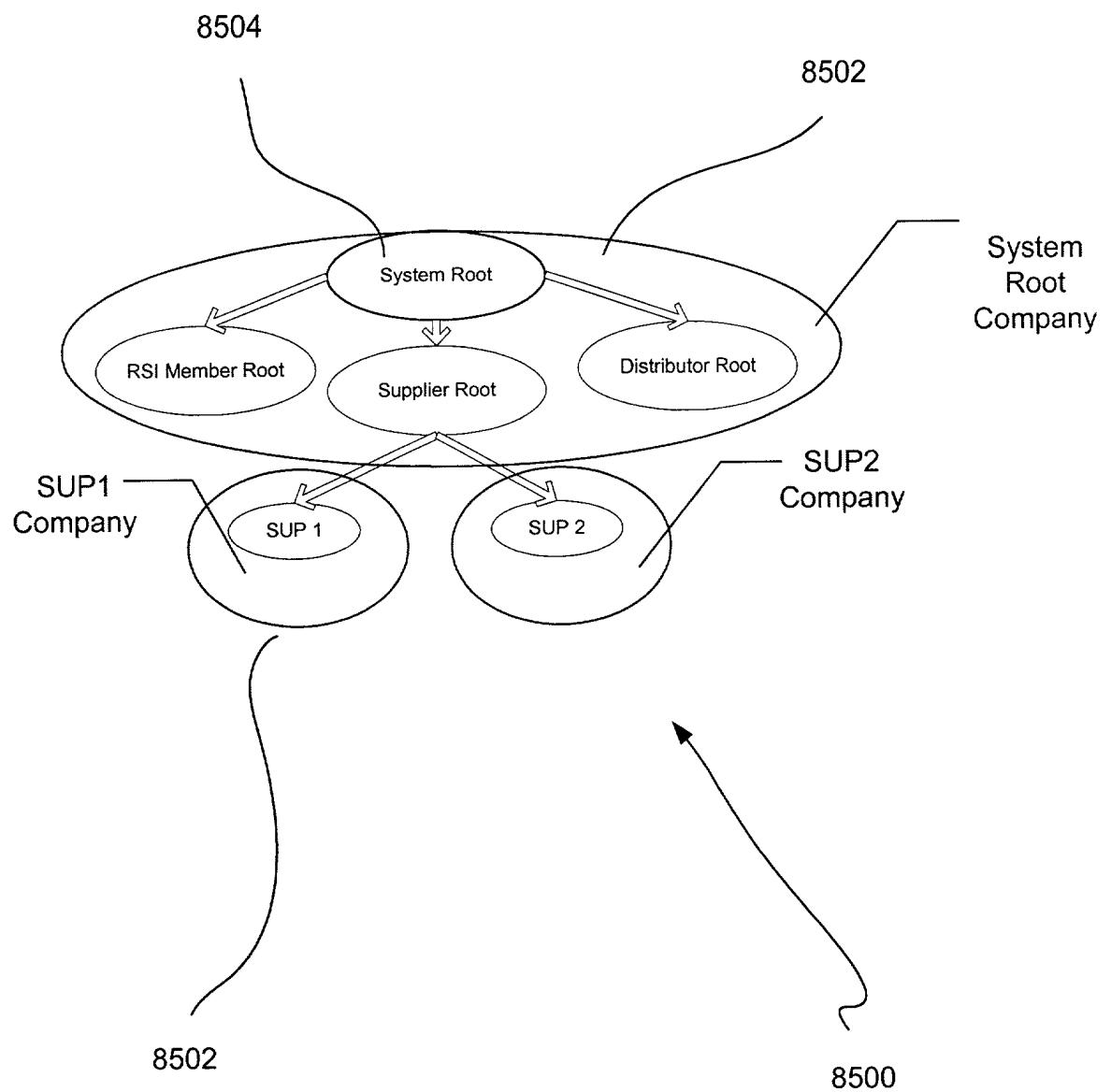
**Fig. 82**



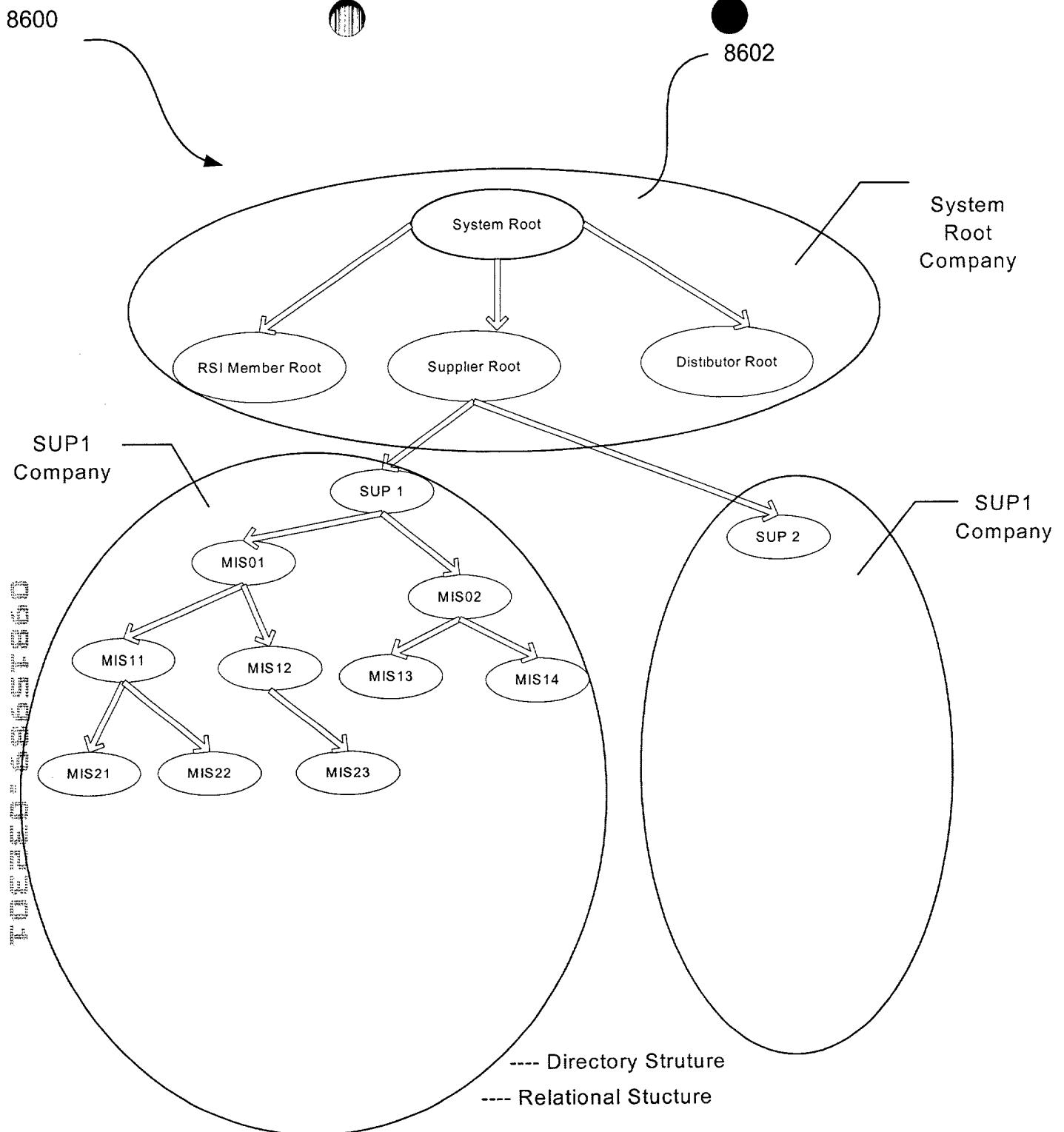
**Fig. 83**



**Fig. 84**

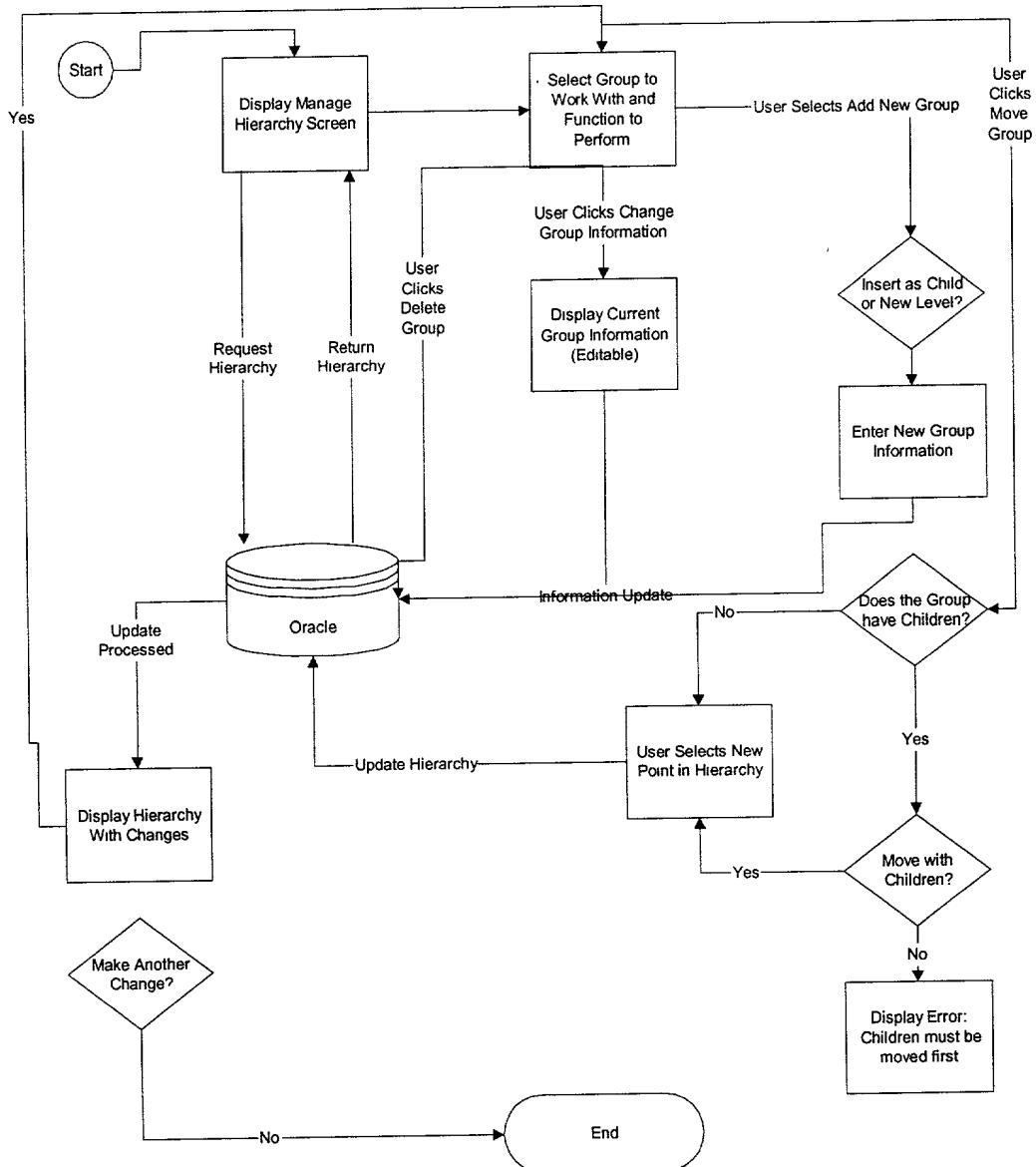


**Fig. 85**

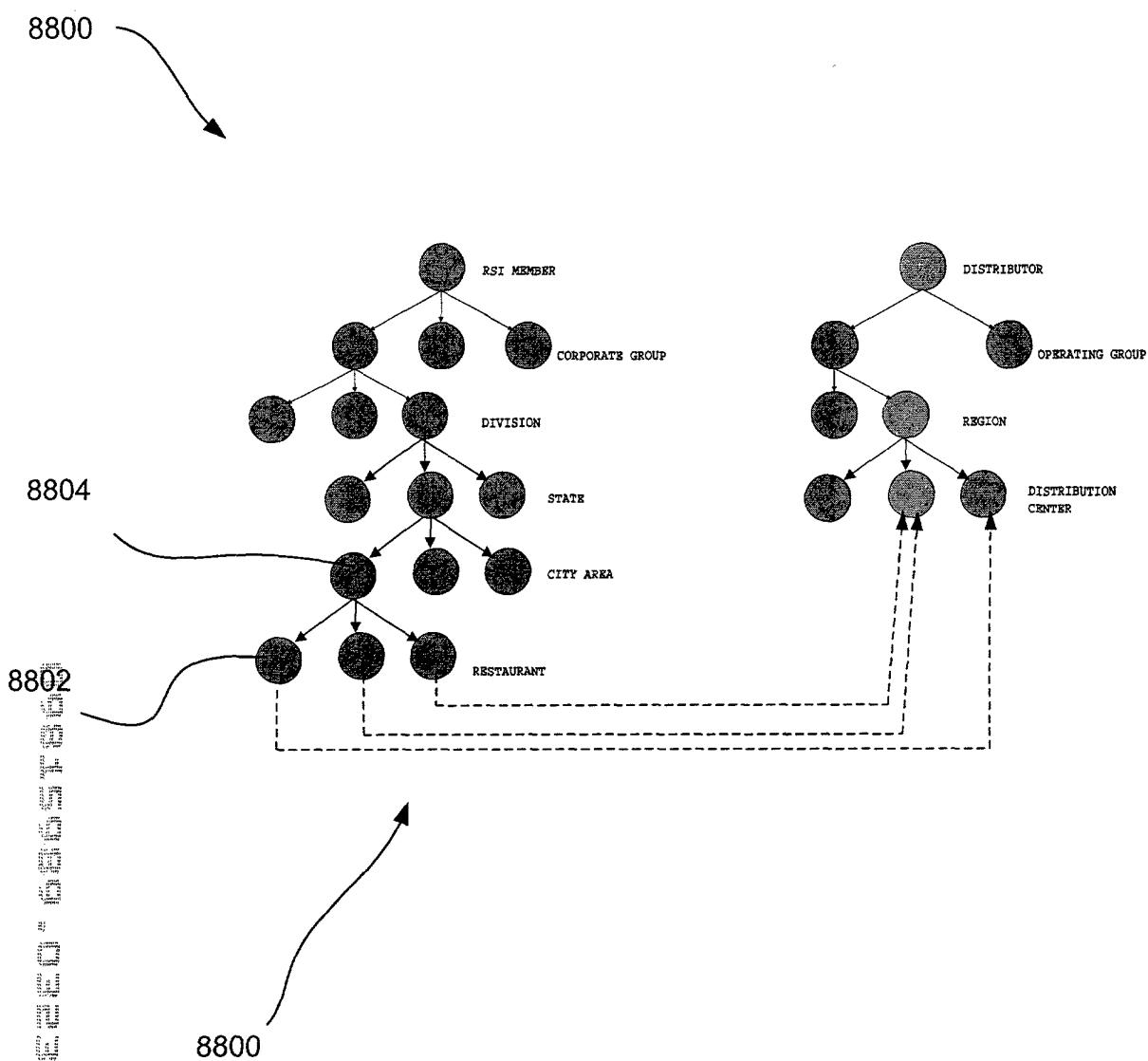


**Fig. 86**

### Group Hierarchy Management: Data Flow

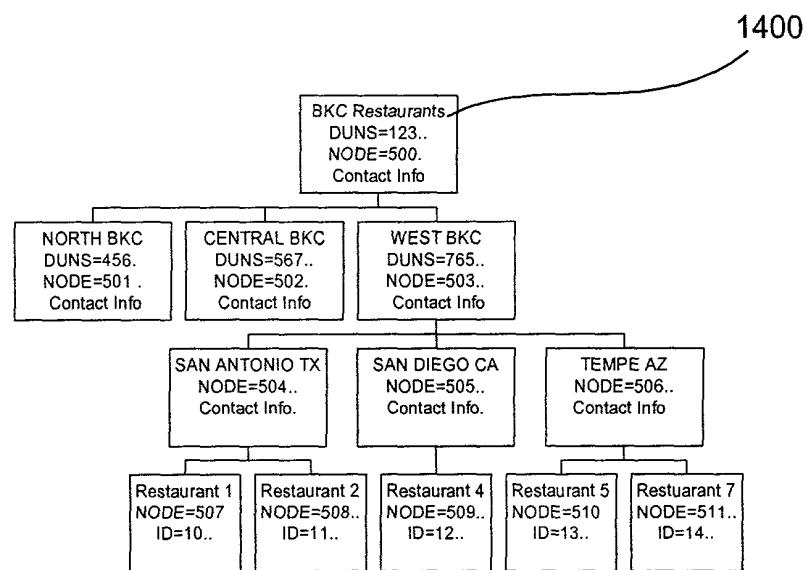


**Fig. 87**

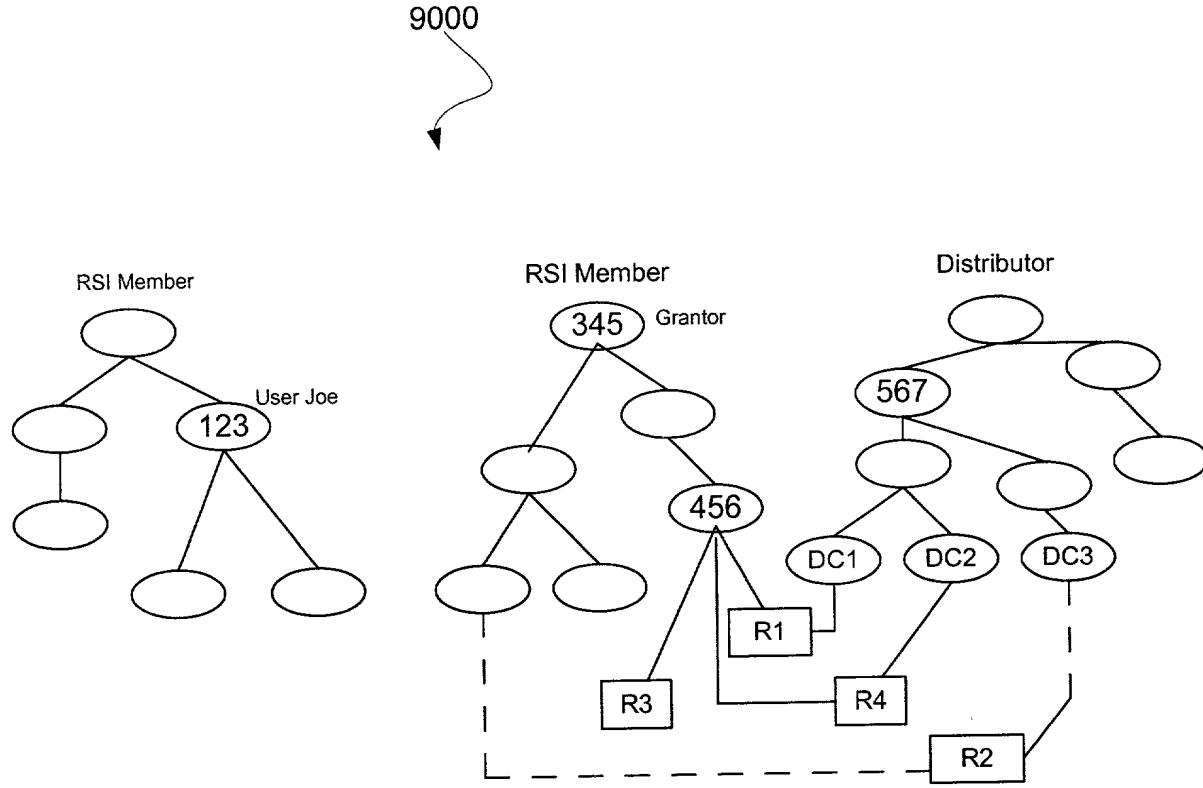


**Fig. 88**

8902



**Fig. 89**



**FIG. 90**

9100

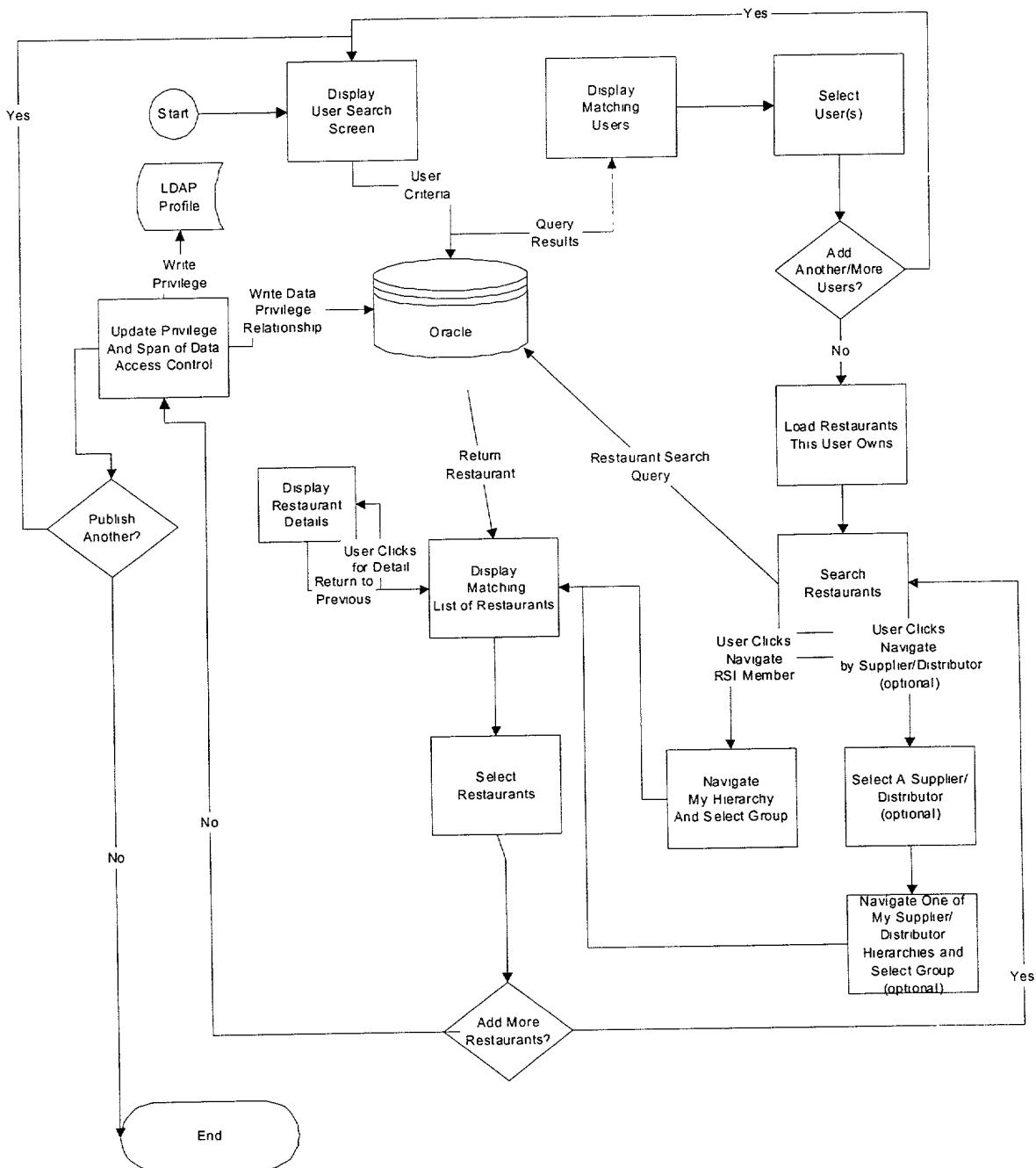
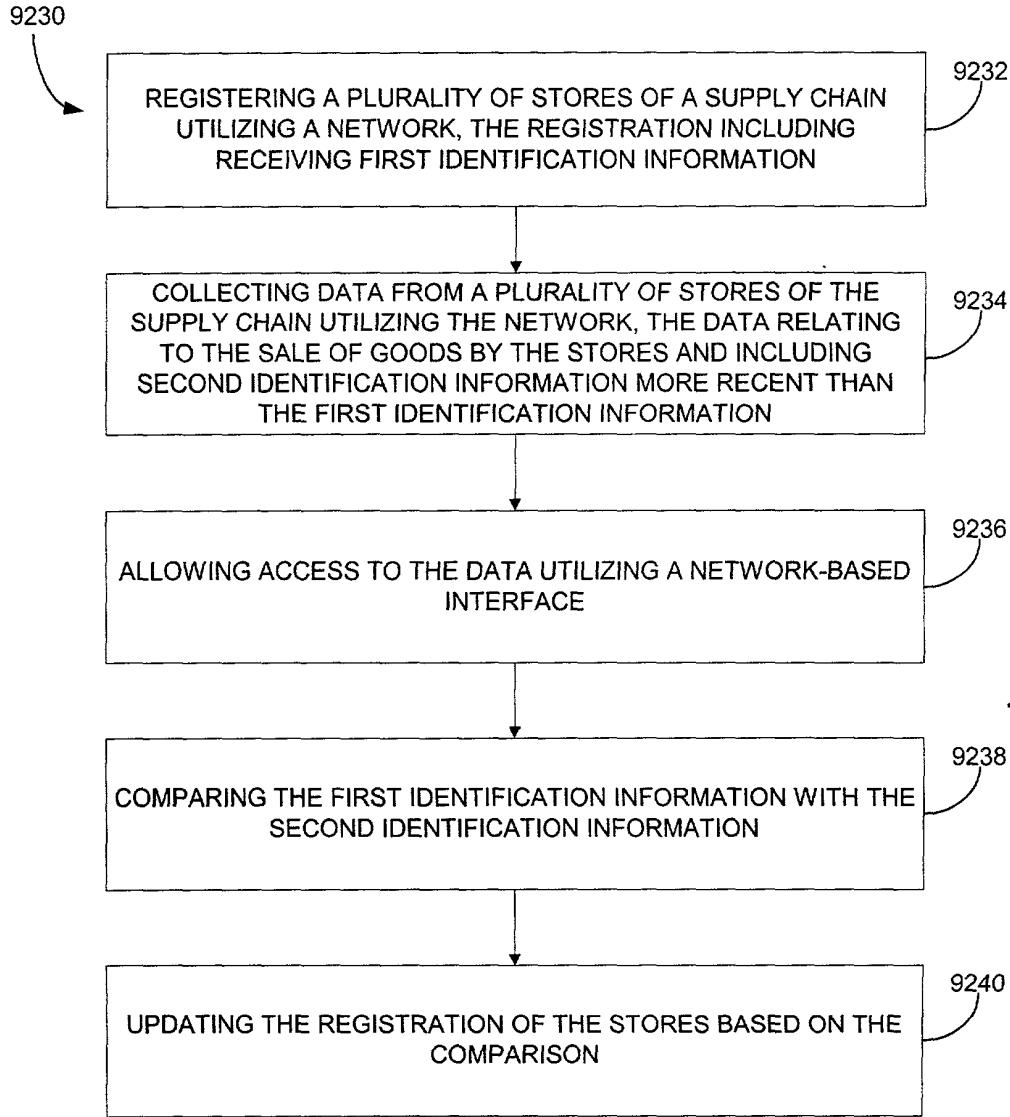
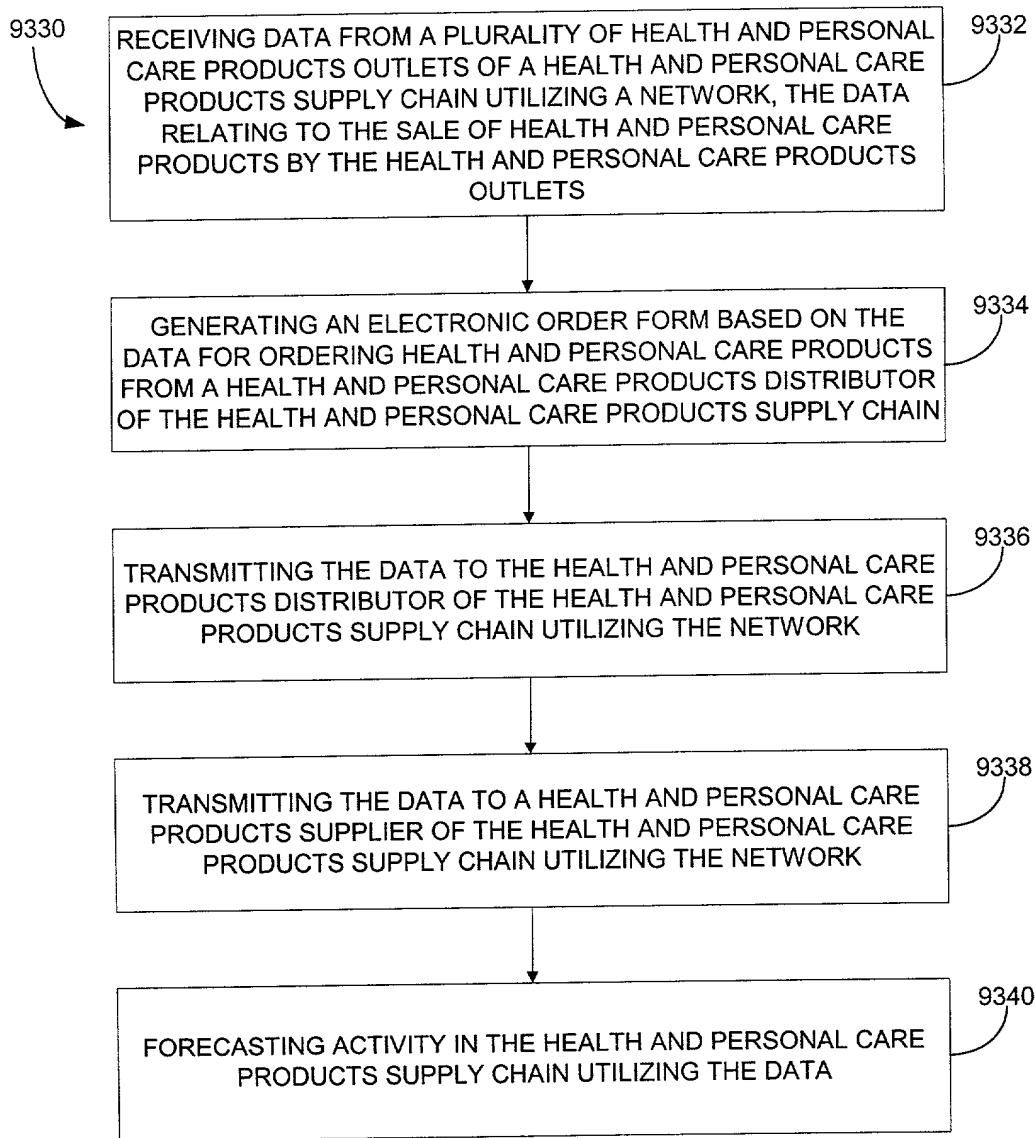


Fig. 91

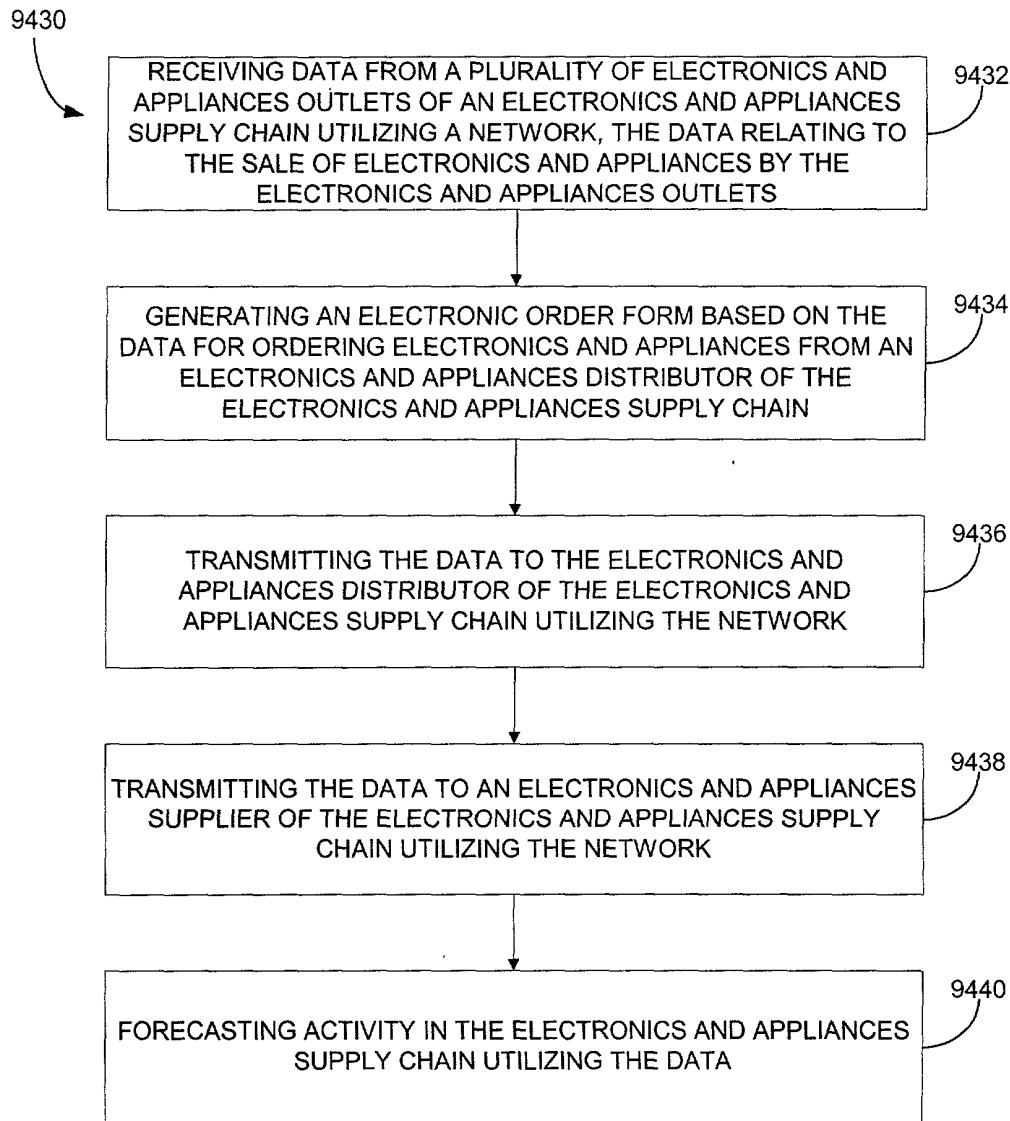


**FIG. 92**



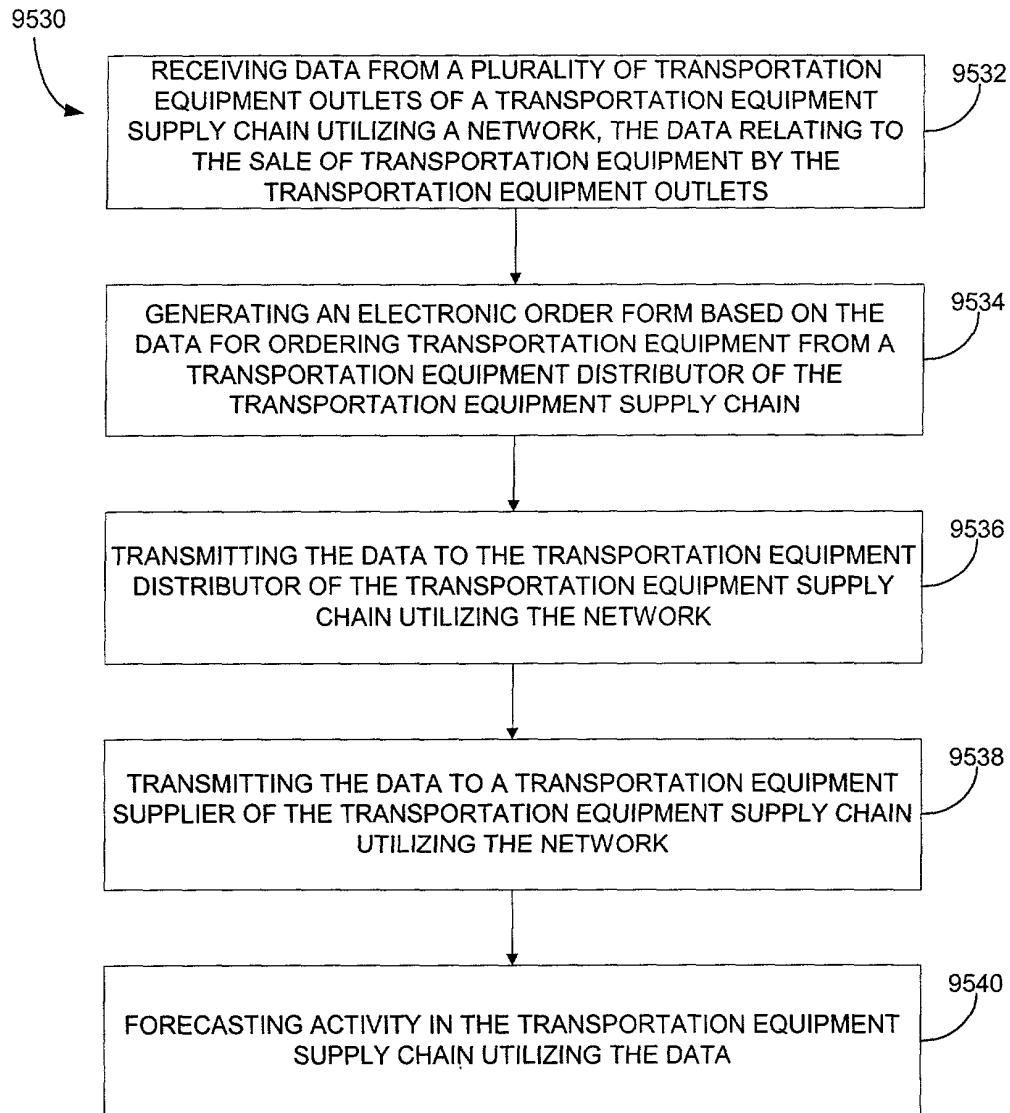
**FIG. 93**

000 000 000 000 000 000 000 000

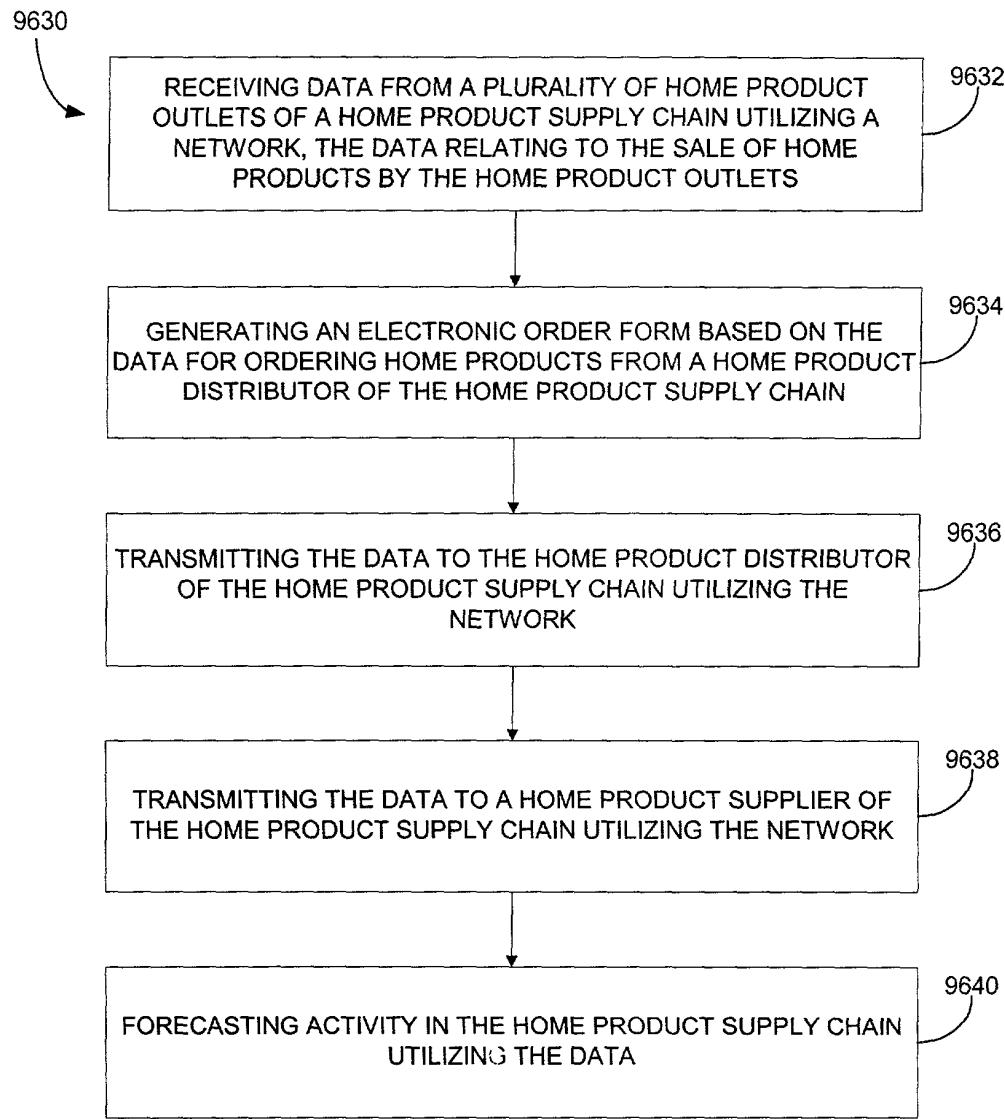


**FIG. 94**

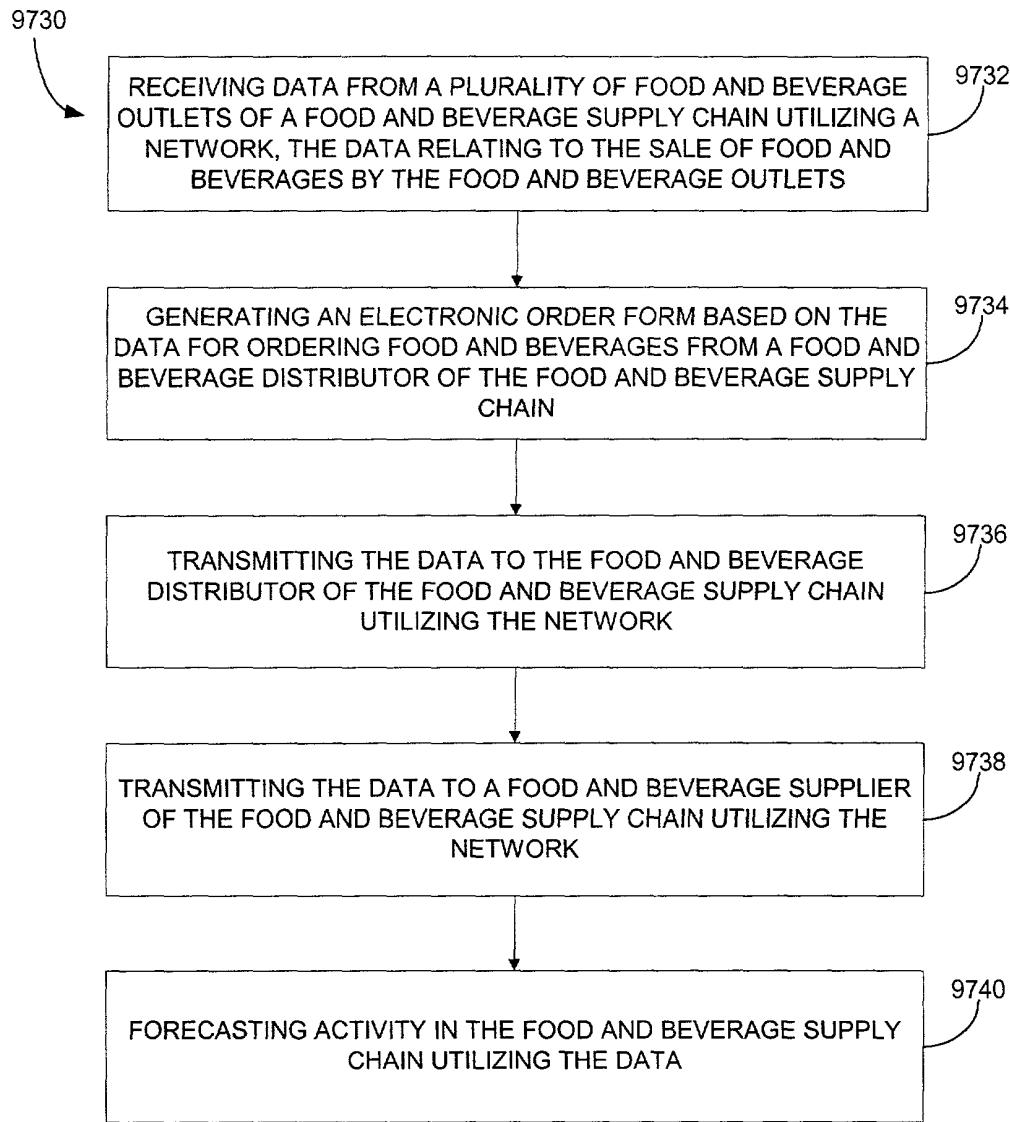
00000000000000000000000000000000



**FIG. 95**

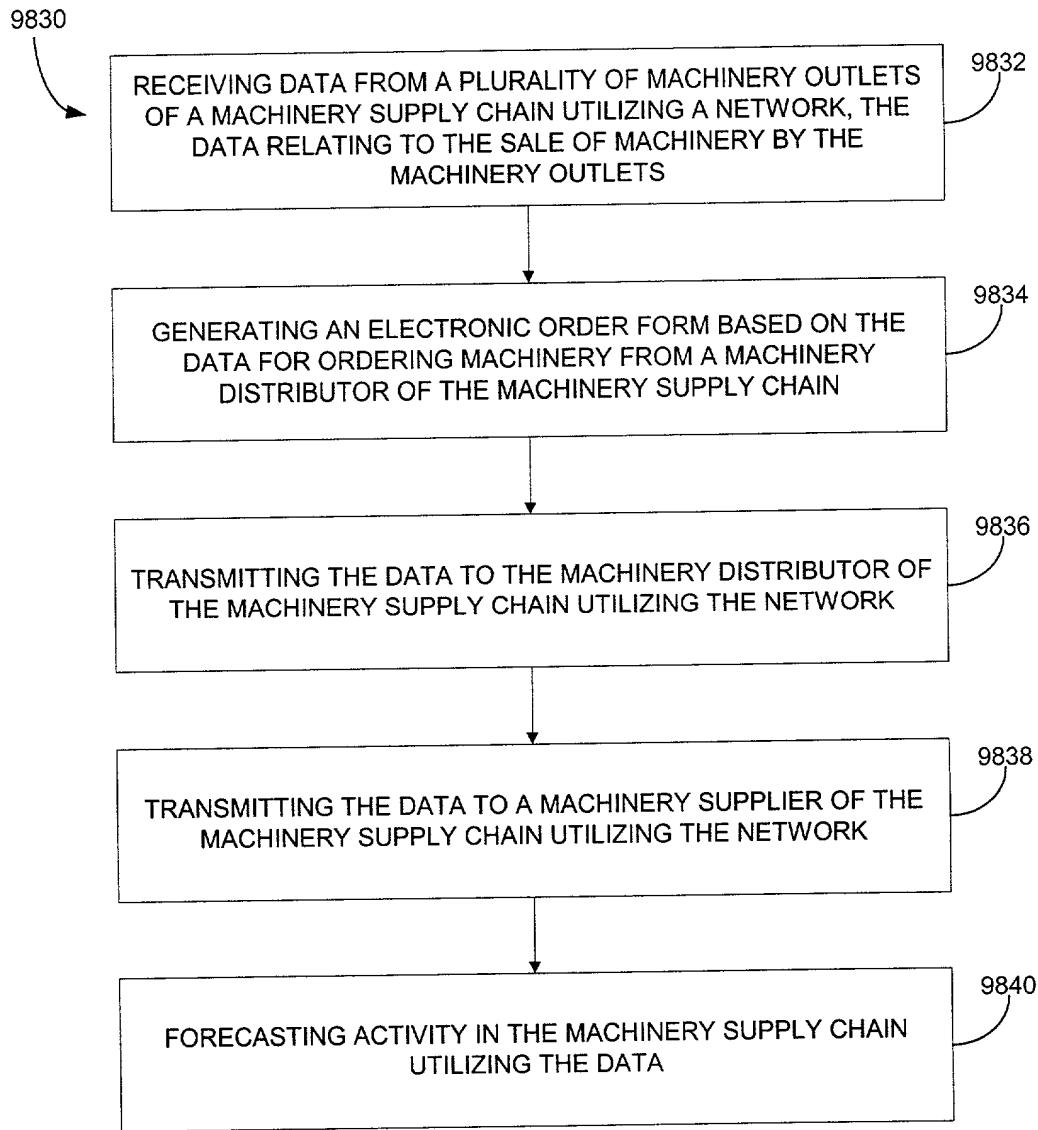


**FIG. 96**



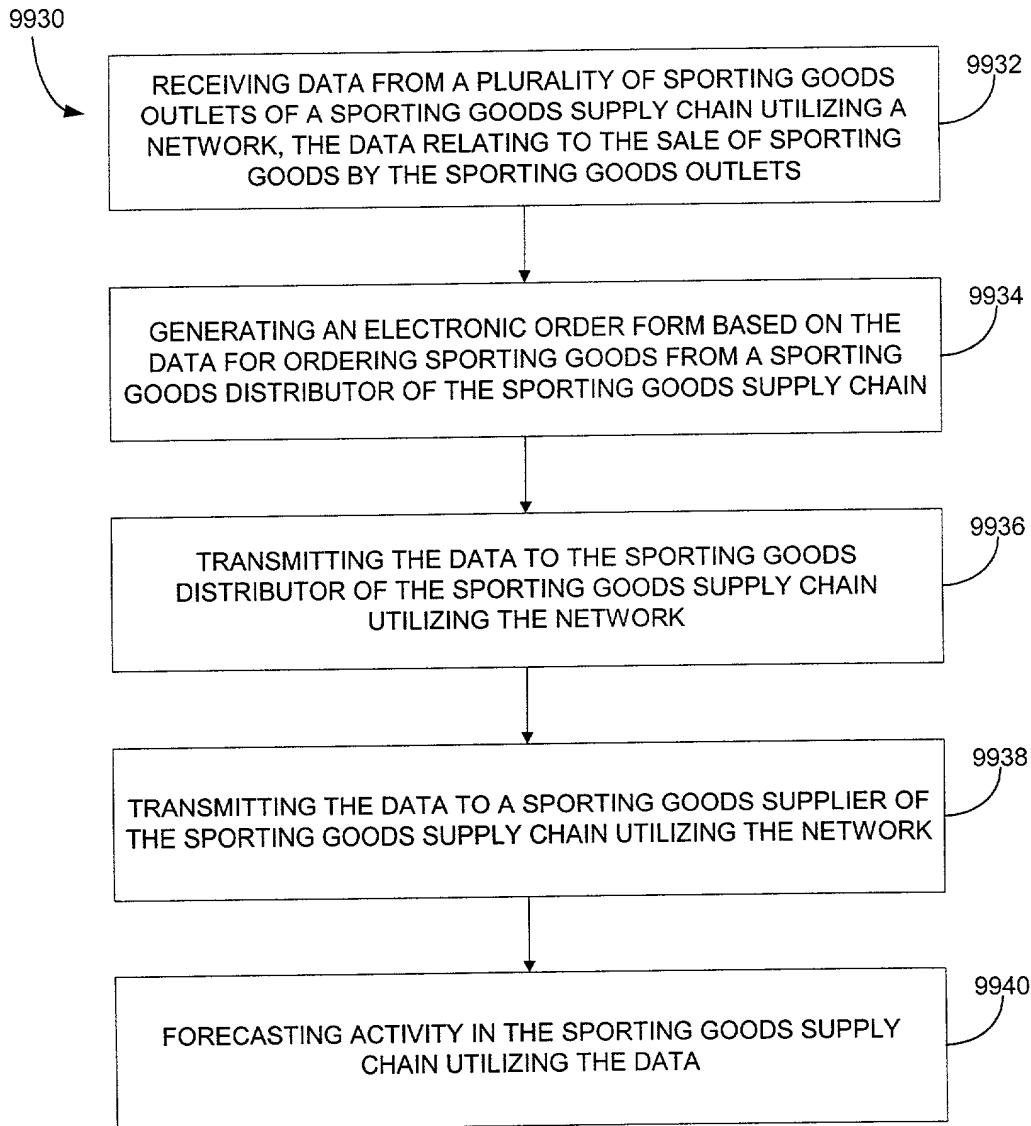
**FIG. 97**

1000000000000000

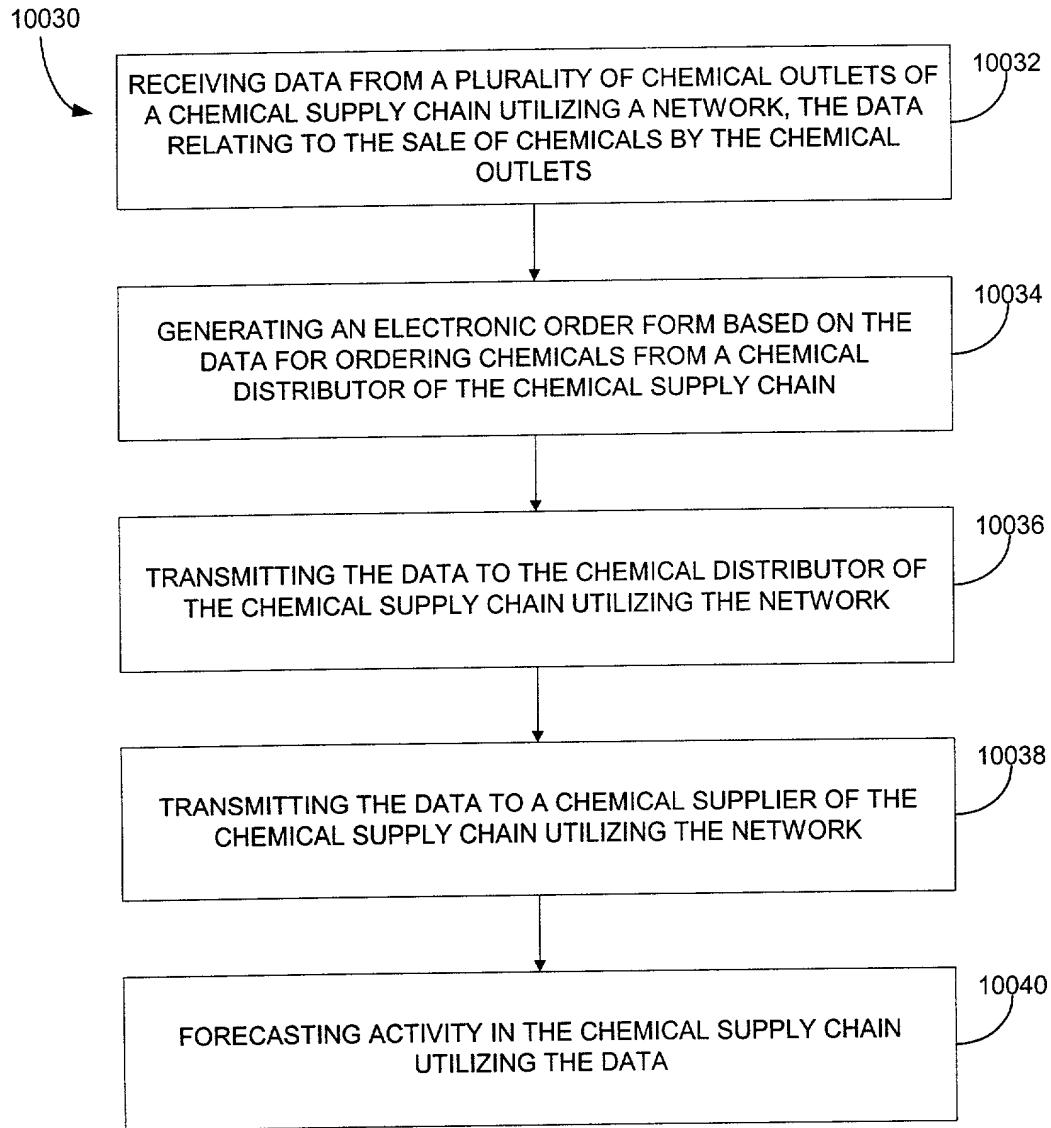


**FIG. 98**

1000000000000000

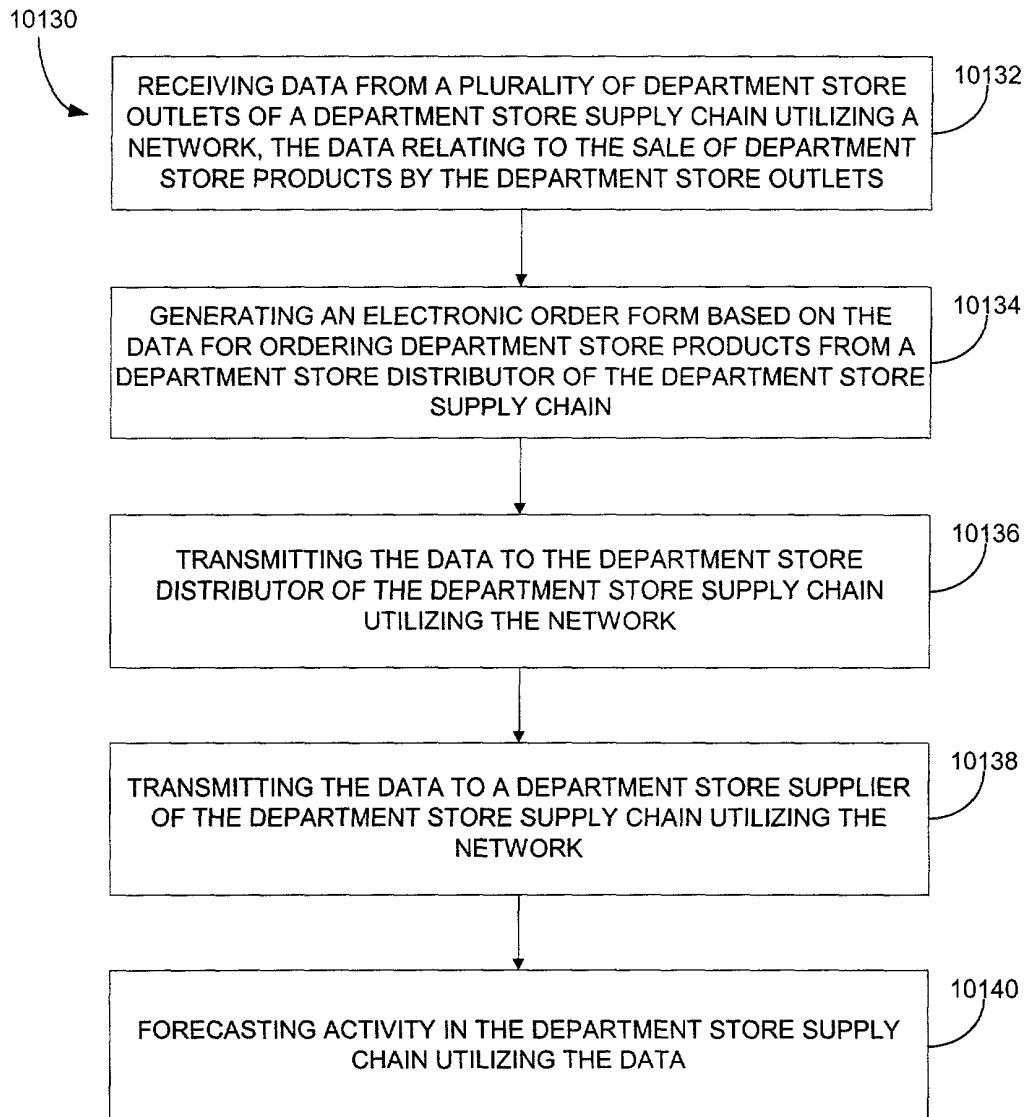


**FIG. 99**



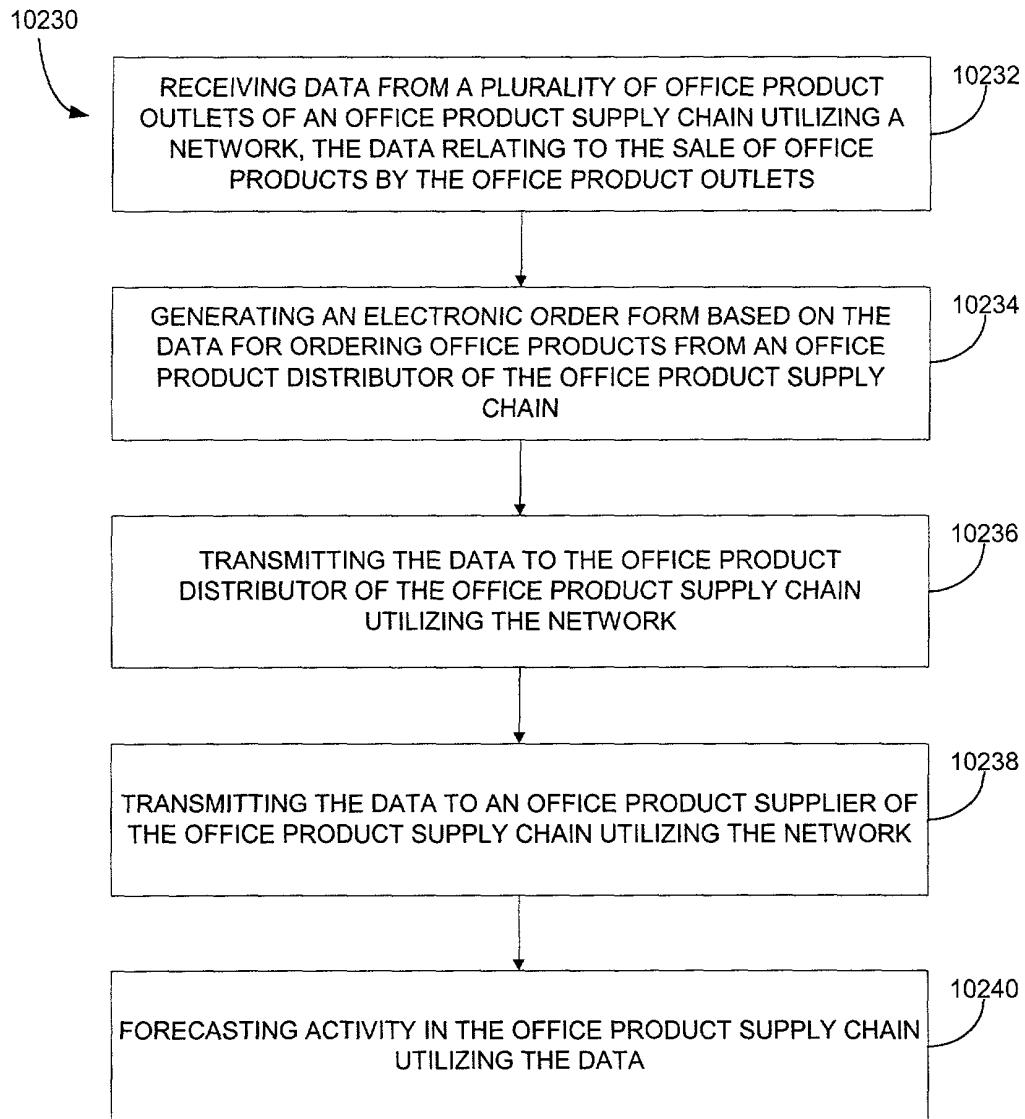
**FIG. 100**

10130 10132  
10134 10136  
10138 10140



**FIG. 101**

00000000000000000000000000000000



**FIG. 102A**

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

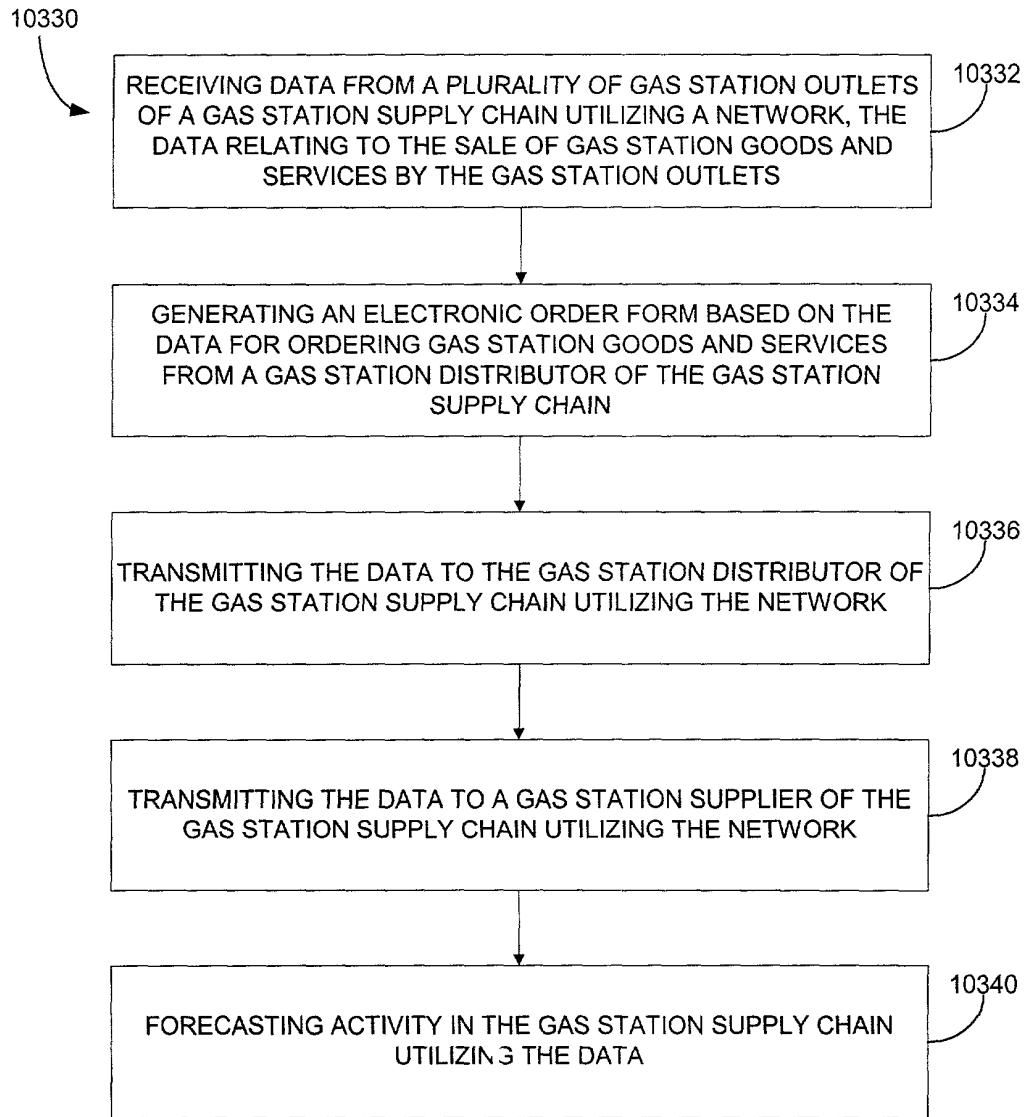
10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

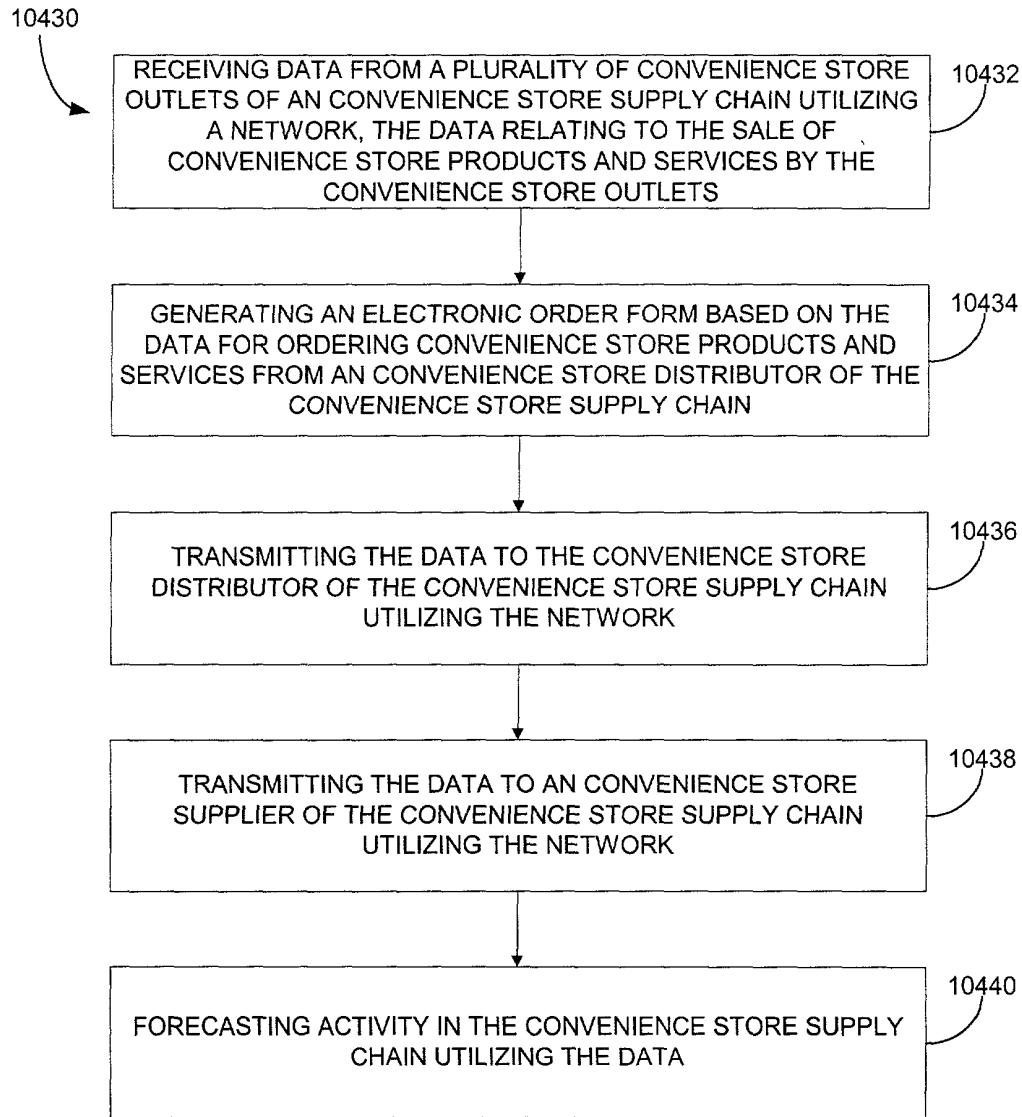
10270

**FIG. 102B**

1000 999 998 997 996 995 994 993 992 991



**FIG. 103**



**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF  
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10462

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR  
OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF  
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

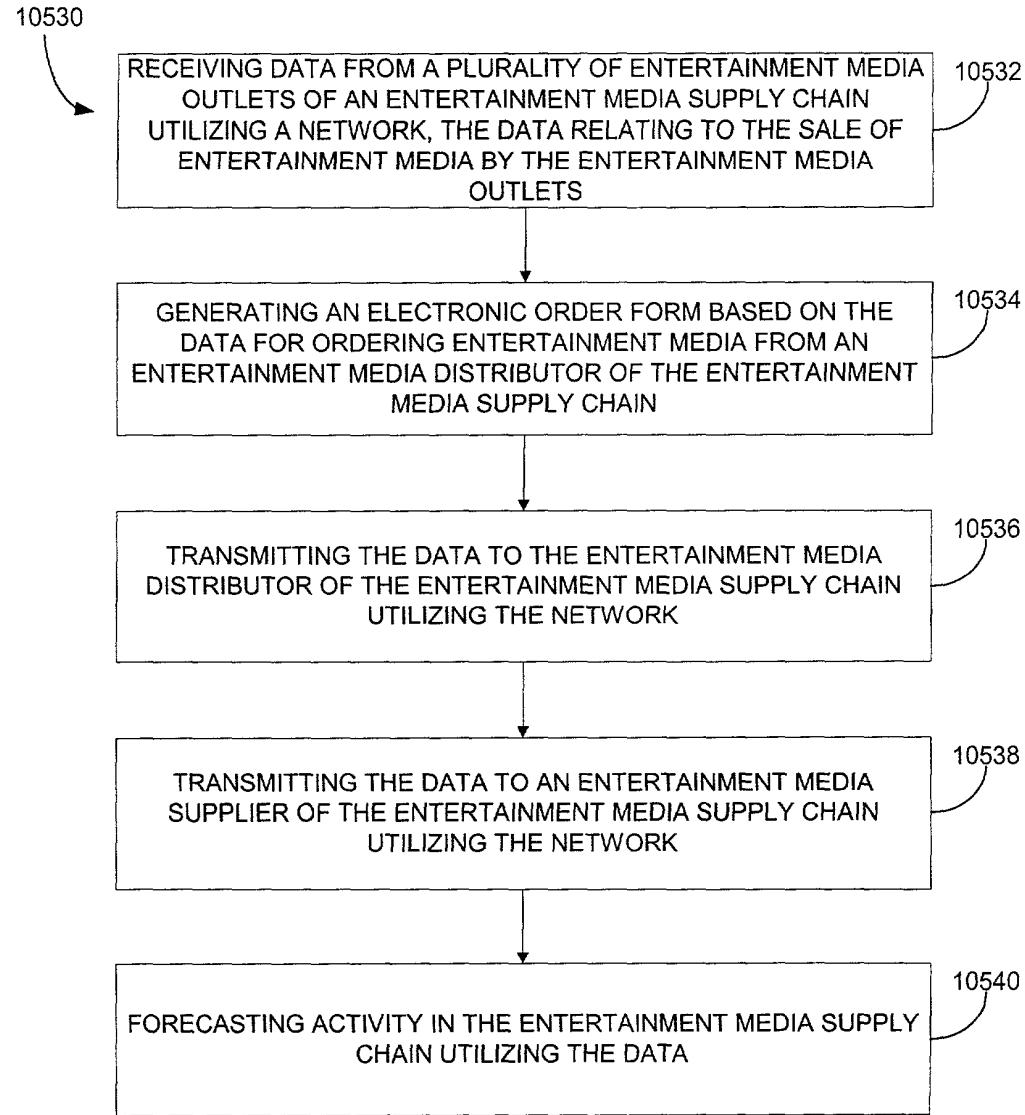
TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY  
SUPPLY CHAIN UTILIZING THE NETWORK

10468

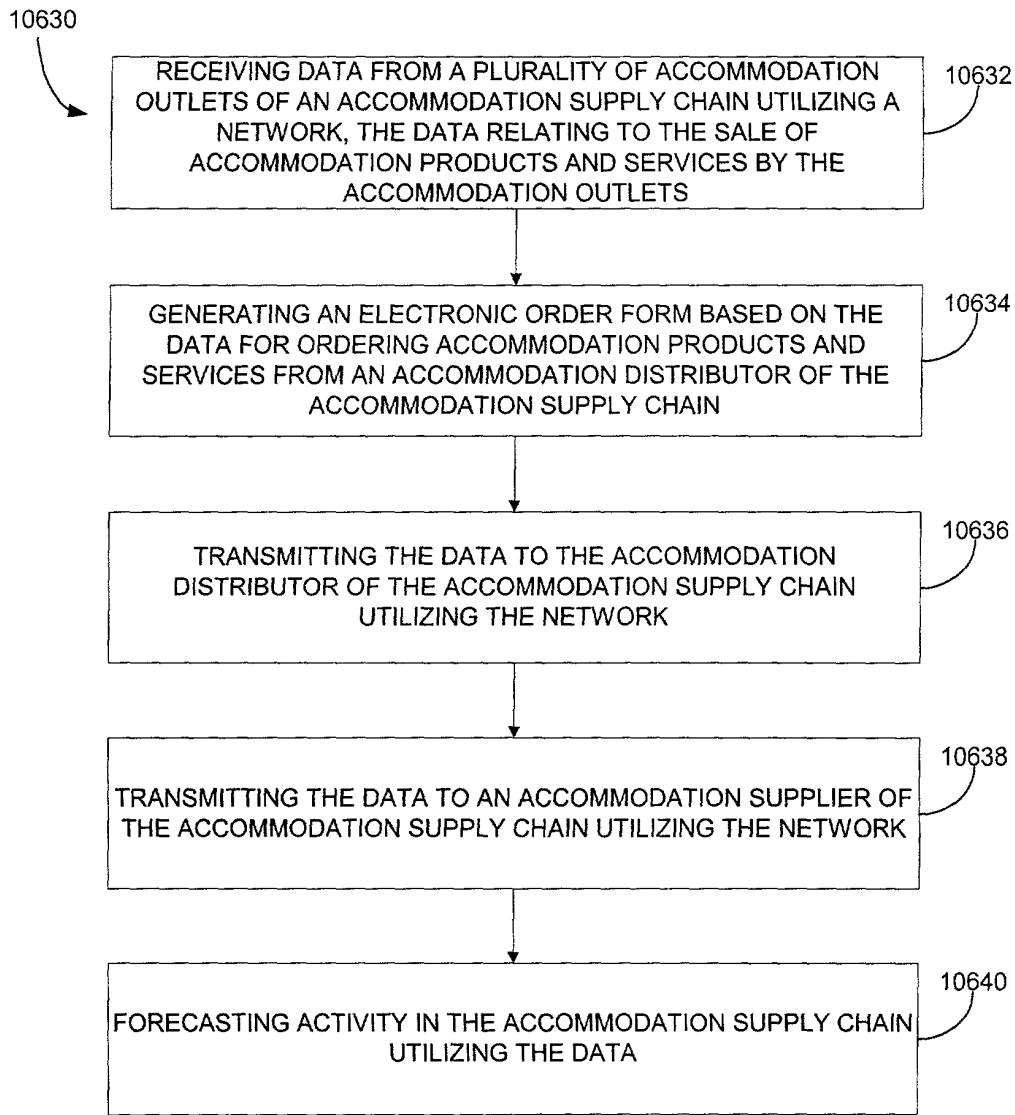
FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN  
UTILIZING THE DATA

10470

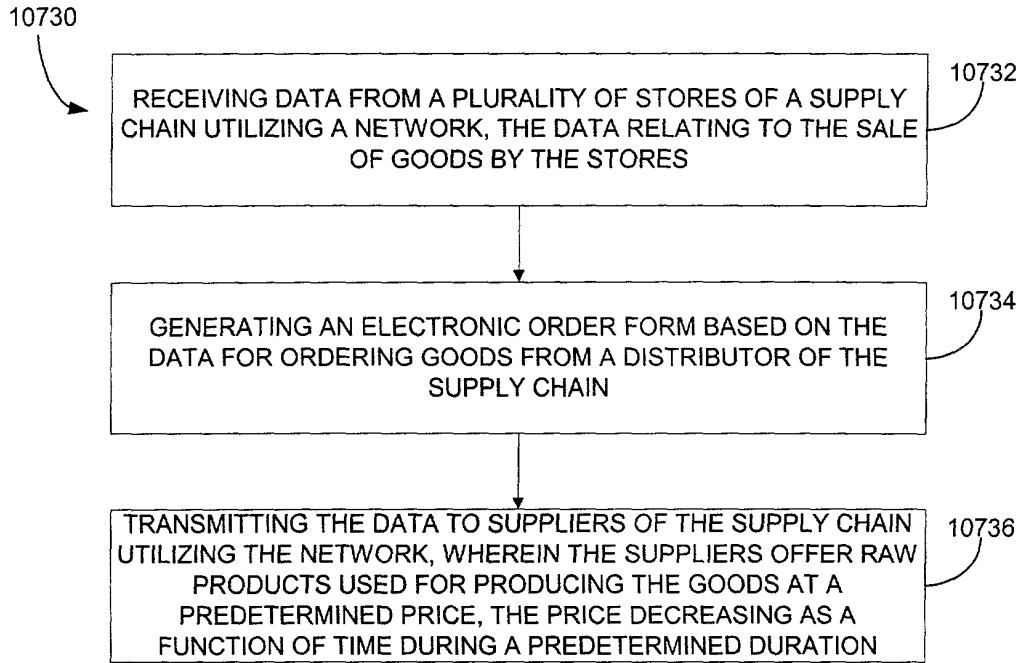
**FIG. 104B**



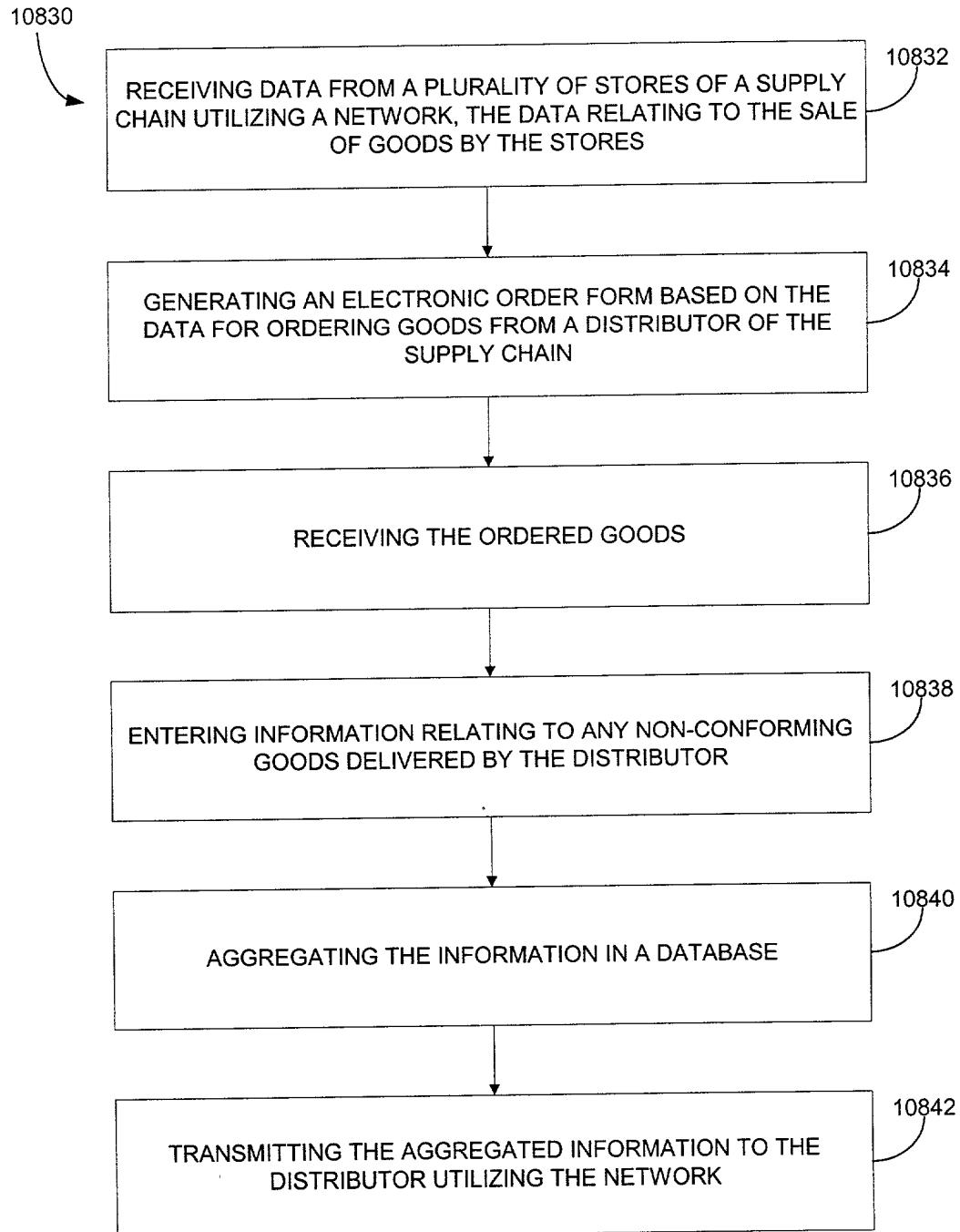
**FIG. 105**



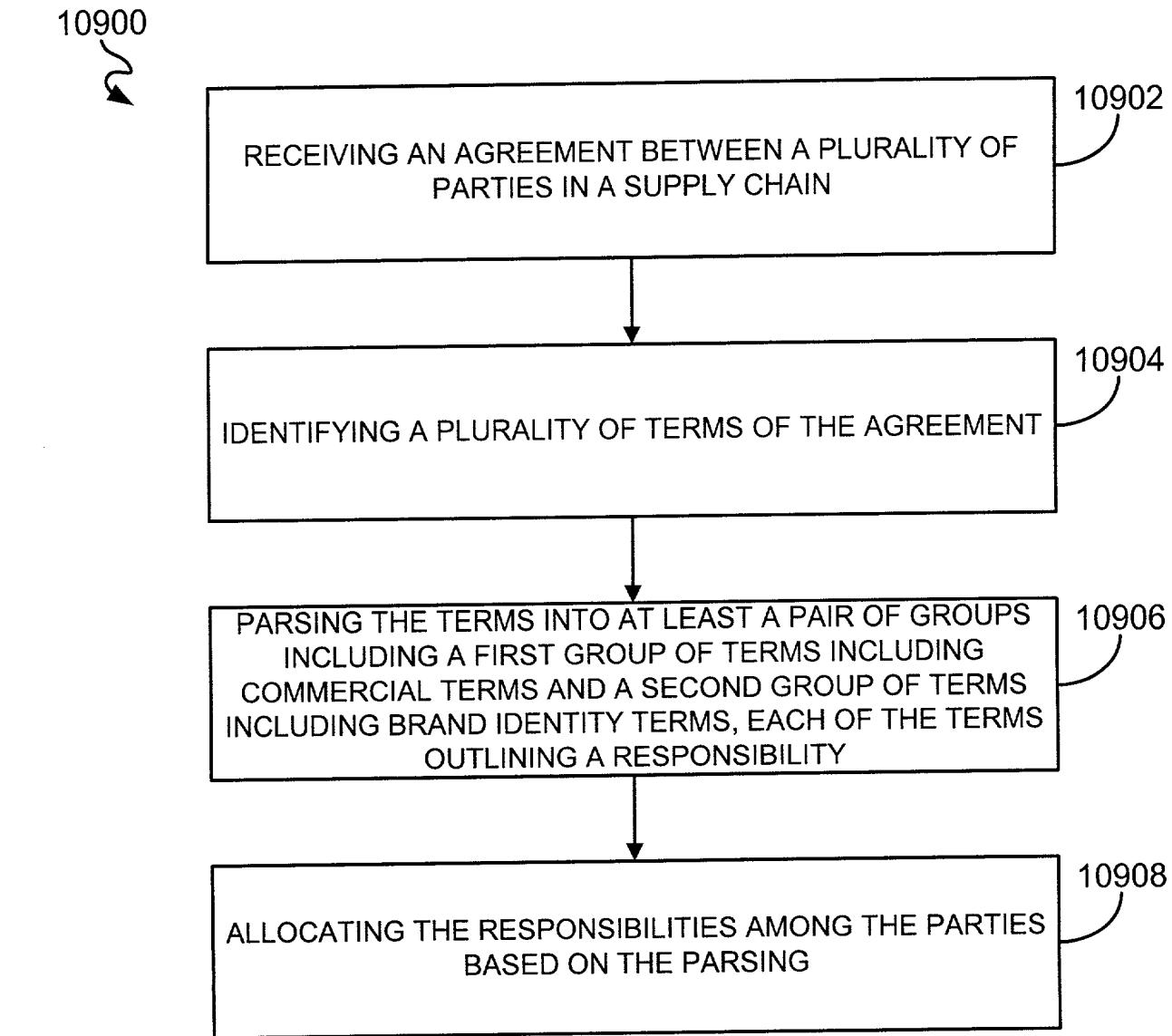
**FIG. 106**



**FIG. 107**



**FIG. 108**



**FIG. 109**

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

**FIG. 110**

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY  
CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF  
MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

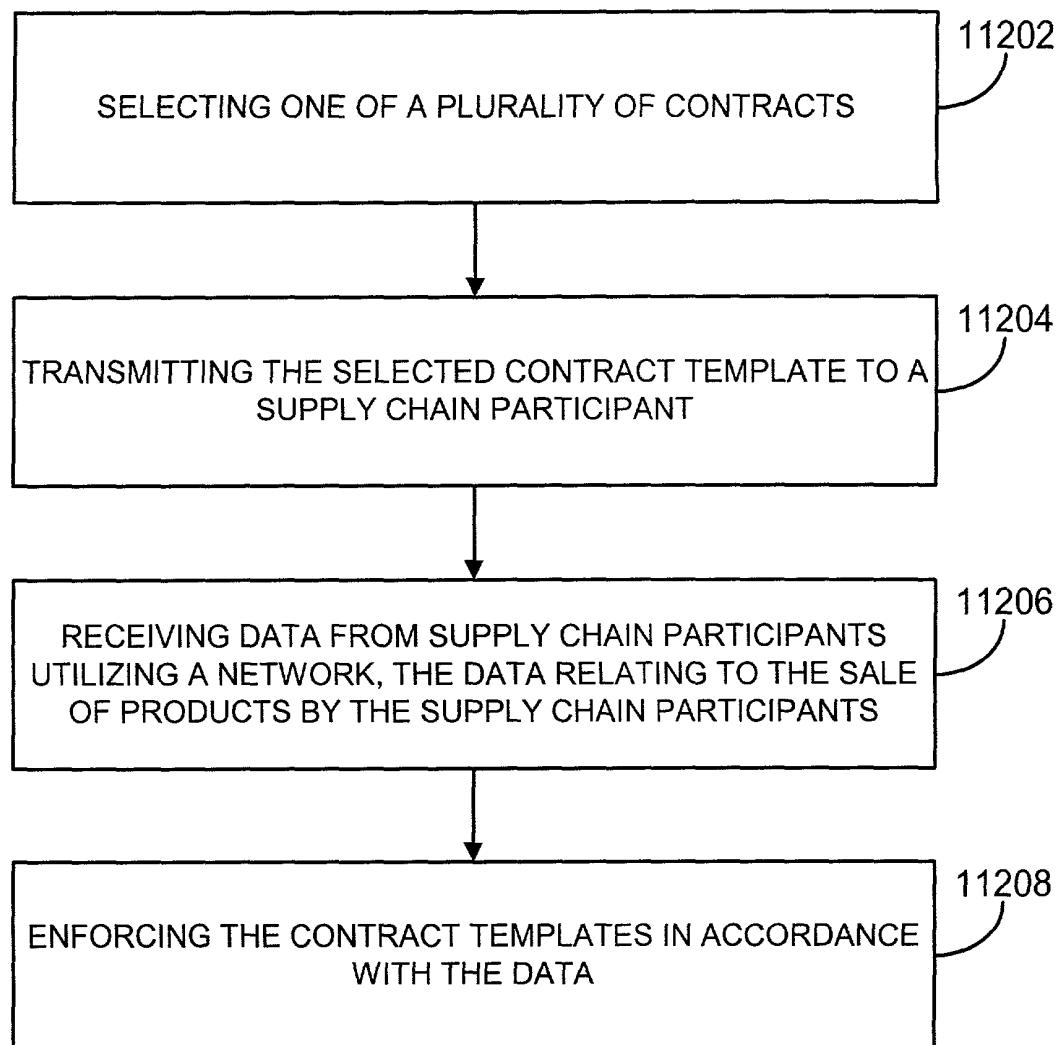
11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY  
CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT  
REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE  
TO ANY GOODS

11106

**FIG. 111**

11200



**FIG. 112**

11300

REGISTERING A PLURALITY OF DISTRIBUTORS OF A SUPPLY CHAIN

11302

ASSIGNING DISTRIBUTION MANAGEMENT RIGHTS TO A SUPPLY CHAIN MANAGER

11304

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

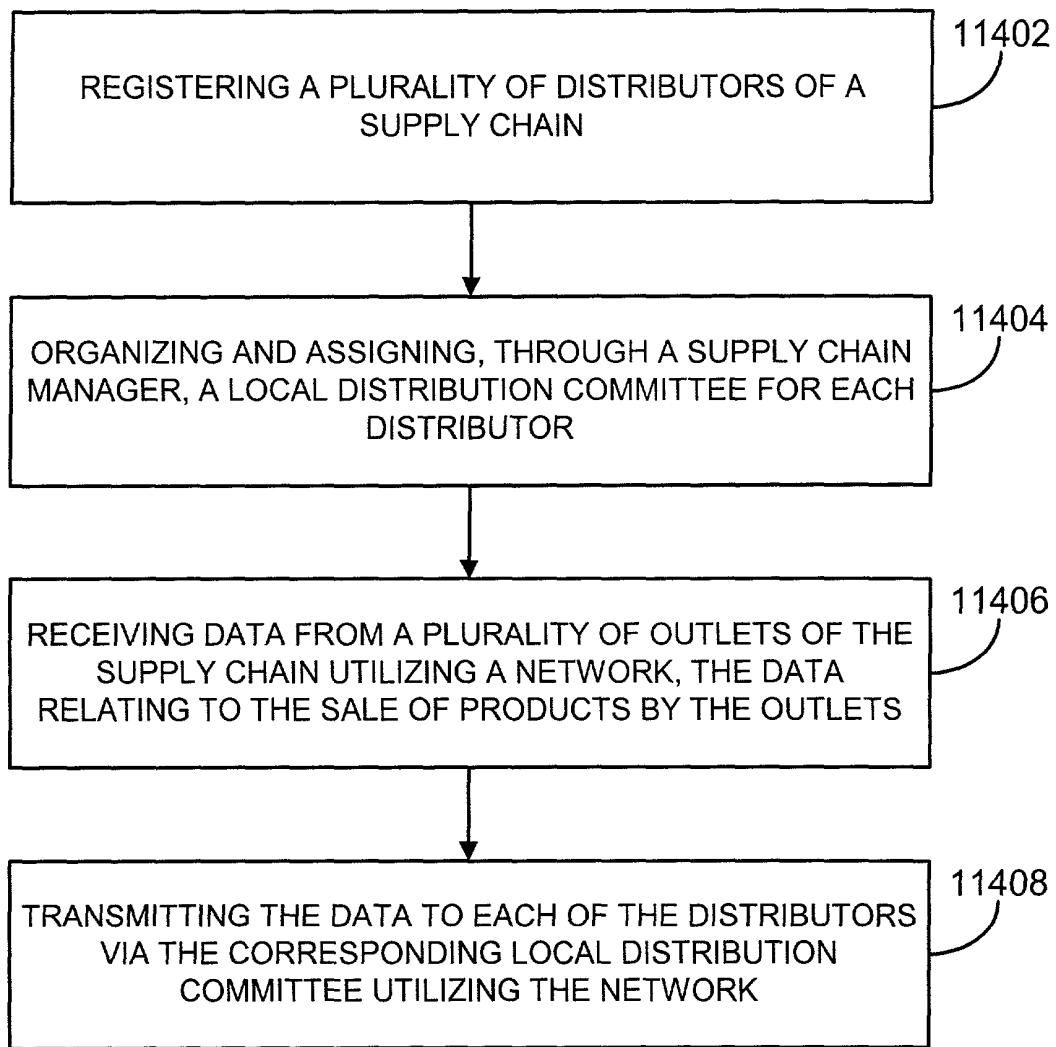
11306

MANAGING THE USE OF THE DATA DURING THE DISTRIBUTION OF PRODUCTS TO THE OUTLETS BY THE DISTRIBUTORS, WHEREIN THE MANAGING IS HANDLED BY THE SUPPLY CHAIN MANAGER

11308

**FIG. 113**

11400



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

11502

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

11504

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

11506

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

11508

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

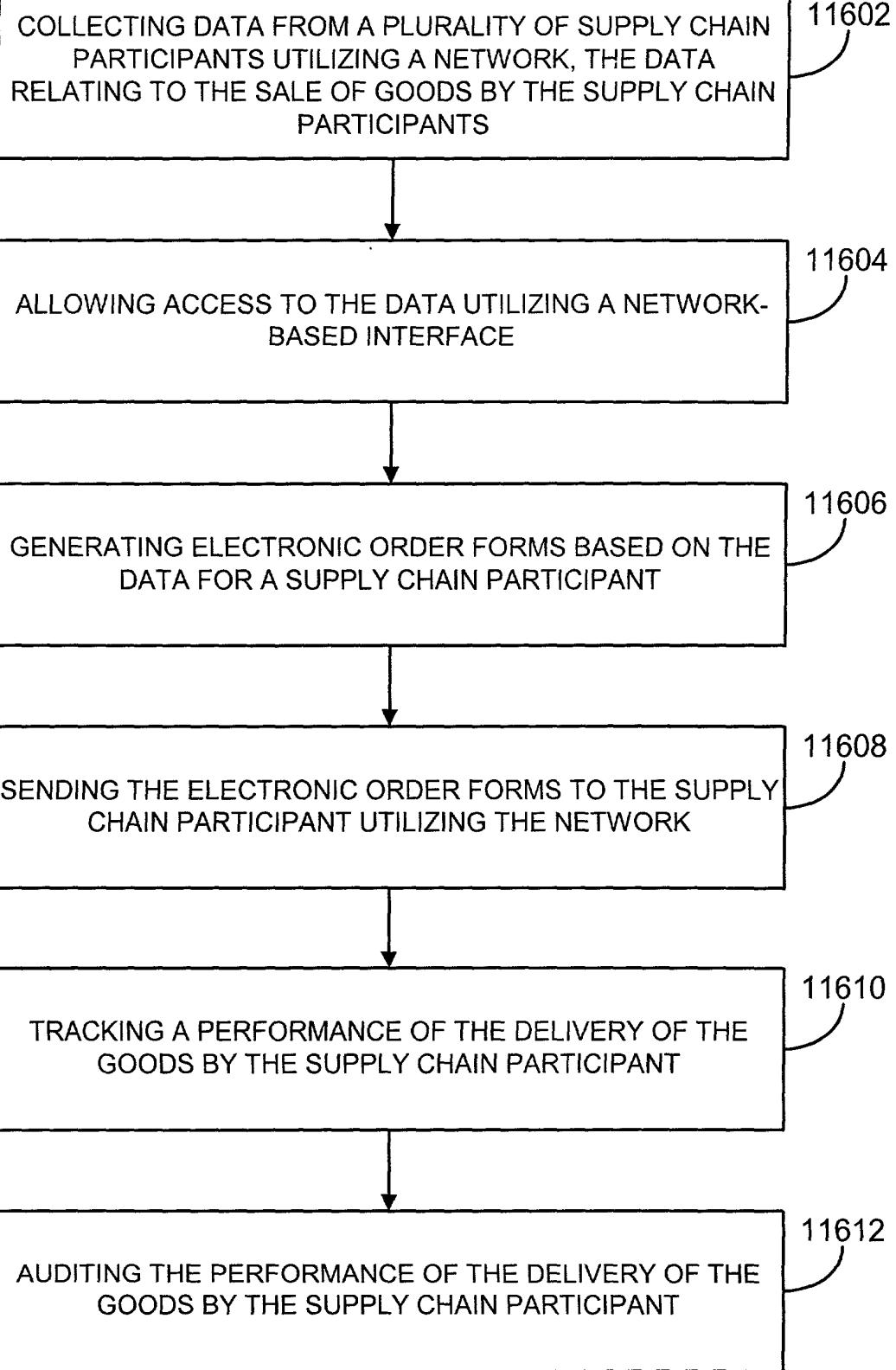
11510

AUDITING THE PRICE

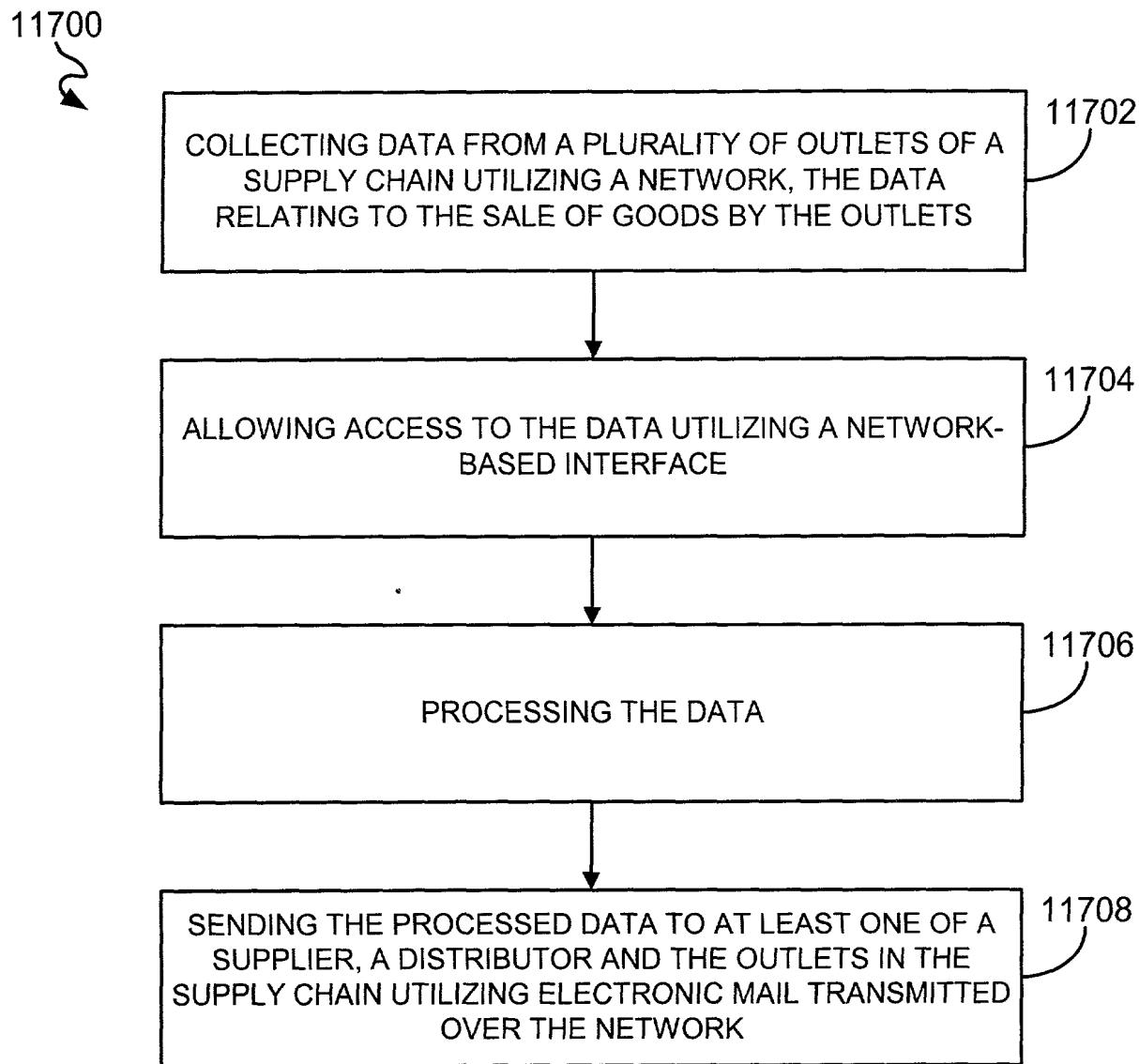
11512

**FIG. 115**

11600



**FIG. 116**



**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A  
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A  
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE  
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN  
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE  
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE  
INVOICE REFLECTS A SECOND PRICE FOR THE  
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM  
THE FIRST PRICE

11808

**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

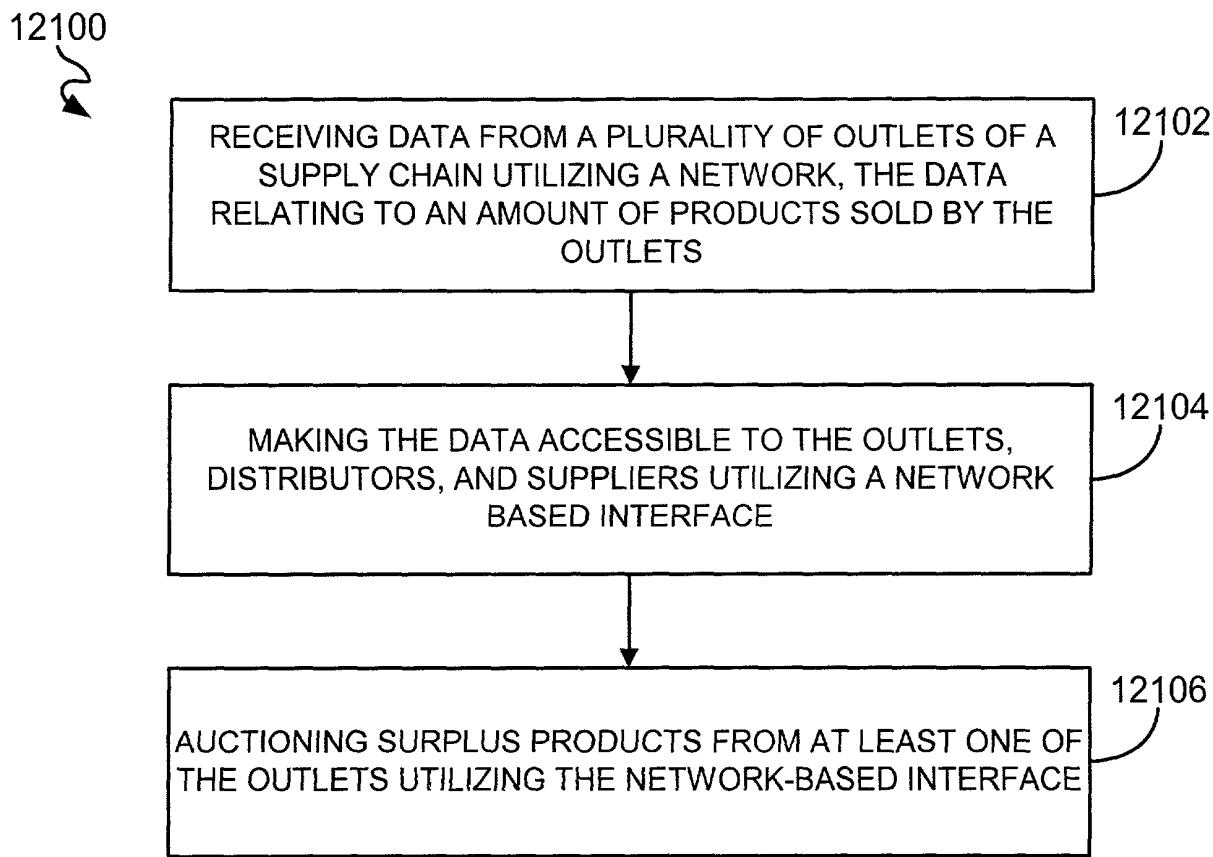
GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**



**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

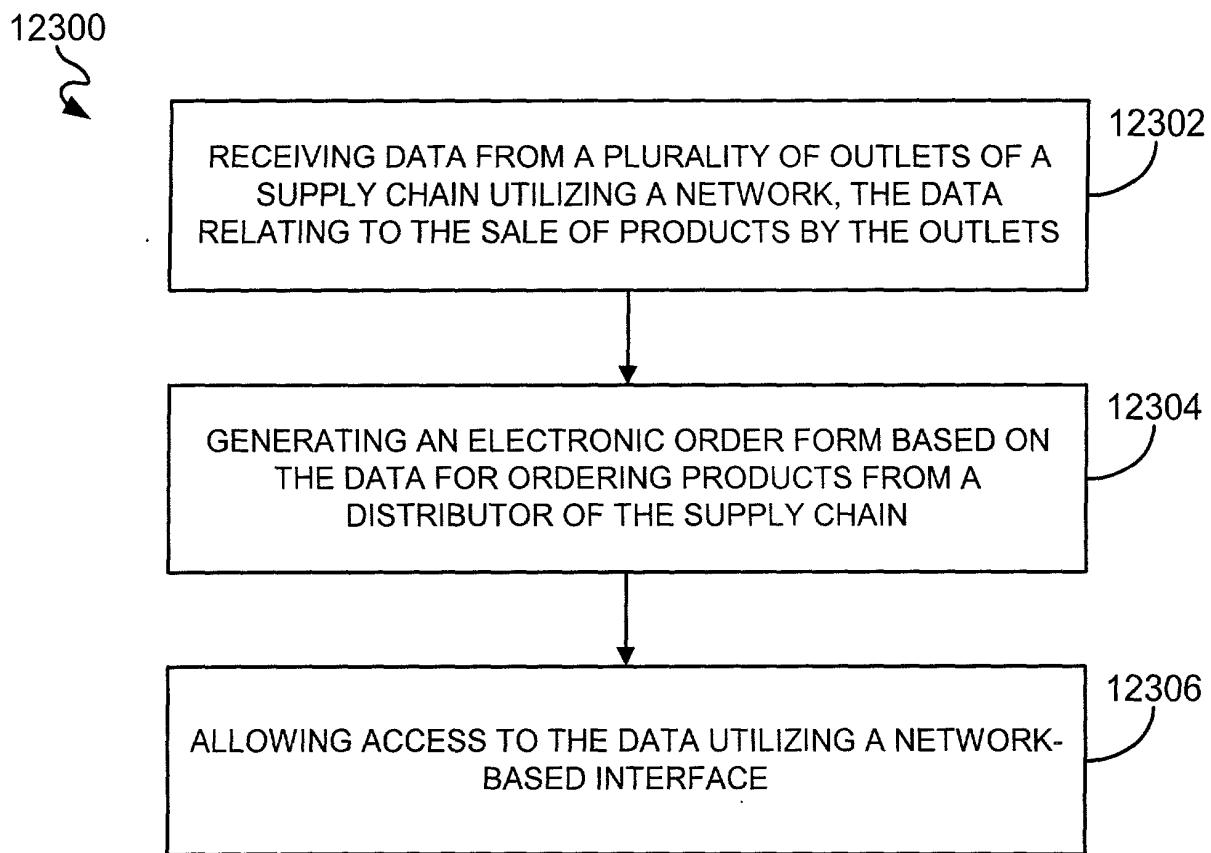
GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12204

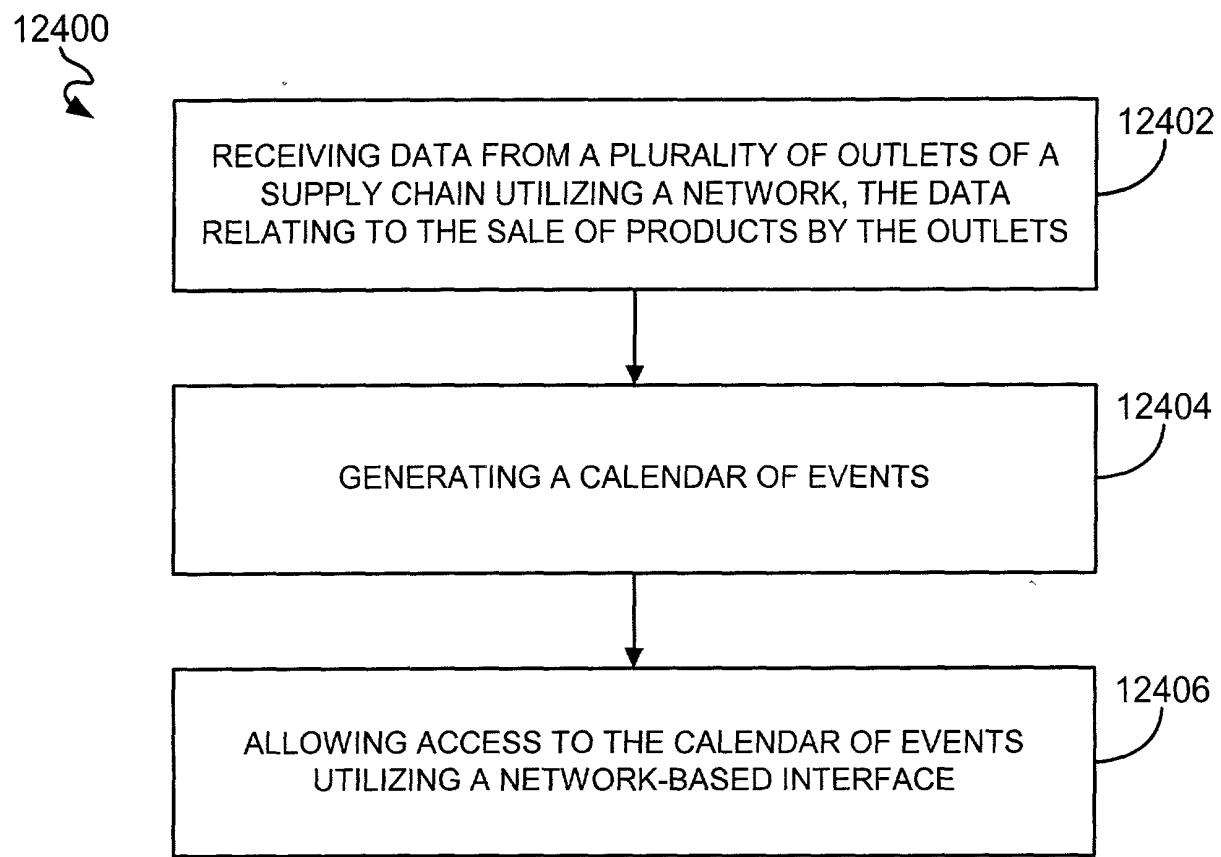
PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE EQUIPPED TO HANDLE SECURE  
SOCKETS LAYER (SSL) PROTOCOL

12206

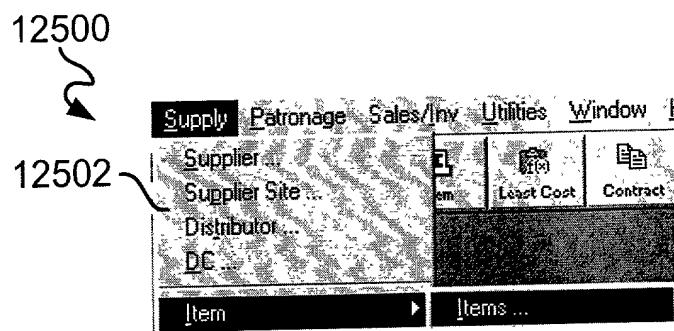
**FIG. 122**



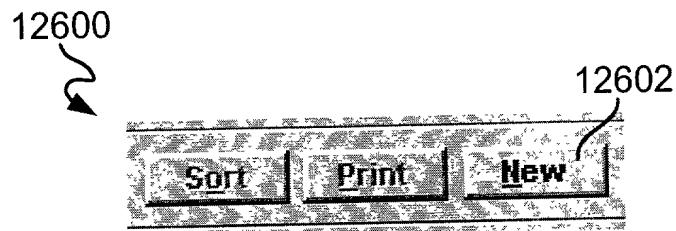
**FIG. 123**



**FIG. 124**



**FIG. 125**



**FIG. 126**

12700

12702

**Item Desc:**

**Item Number:**

**Status Code:**

**Product Cat Code:**

**Item Rank:**

**FIG. 127**

**FIG. 128**

**Landed Cost by Distribution Center**

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

12800  
↗

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>	<b>Item No:</b>
<b>Current:</b> <input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>
<b>Items per Case:</b> 5000	<b>High Qty:</b>
<b>Innerpack Contents:</b> 51000	<b>Cases Per Pallet:</b>
<b>Item Size:</b>	<b>Stacking Allowed:</b>
<b>Case Length:</b>	<b>Universal Product Code:</b>
<b>Case Width:</b>	<b>Cases Per Truckload:</b> 1350
<b>Case Depth:</b>	<b>Net Weight:</b> 39.00
<b>Case Dimension U/M: INCH(S)</b>	
<b>Item Cube:</b>	<b>Gross Weight:</b> 39.00
0.95 CUBIC FEET	<b>Weight U/M:</b> POUND(S)
<b>Item Shelf Life:</b>	<b>BarCode:</b>

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

Site Information      Site Id: 17355      Site Role: *FOB Shipping Point*

**Site Name:** TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

Site Information      Site Id: 16      FOB Shipping Point

**Name:** AMERISERVE-FARMINGDALE, NY

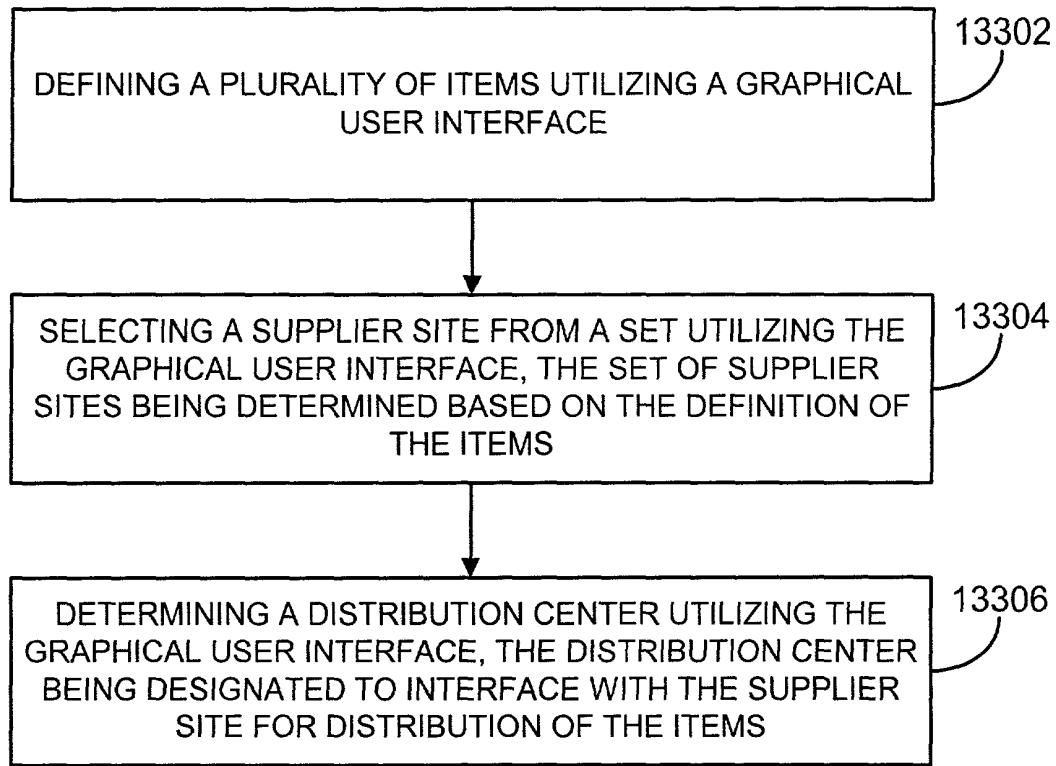
**Status:** Active

Railroad Name: [ ]

Rail Sidings: [ ]

**FIG. 132**

13300



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin: 7/1/96	End: 9/1/96	Final:
Override Rules: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Apply By: Cell		

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE,	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**



**FIG. 138**

13900

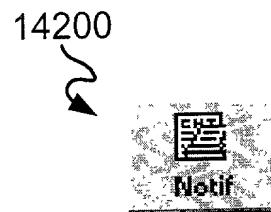
Min. Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 139**

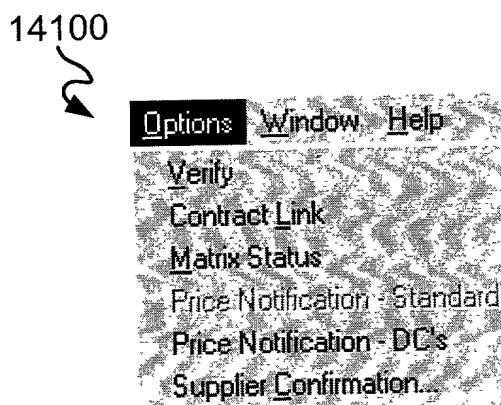
14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

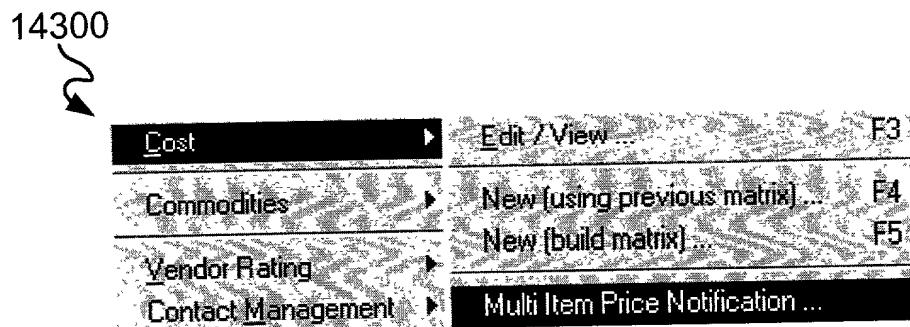
**FIG. 140**



**FIG. 142**



**FIG. 141**



**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

14404

DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

**FIG. 144**

14500



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

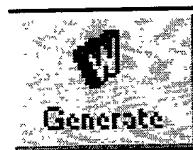
**FIG. 146**

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

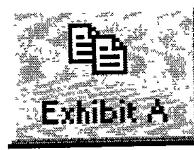
**FIG. 147**

14800



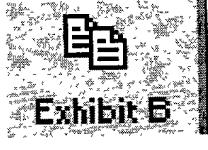
**FIG. 148**

14900



**FIG. 149**

15000



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

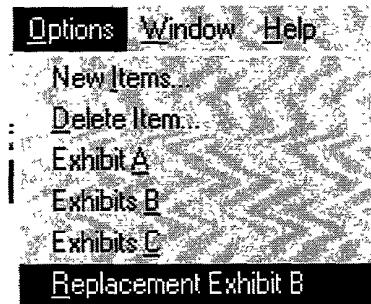


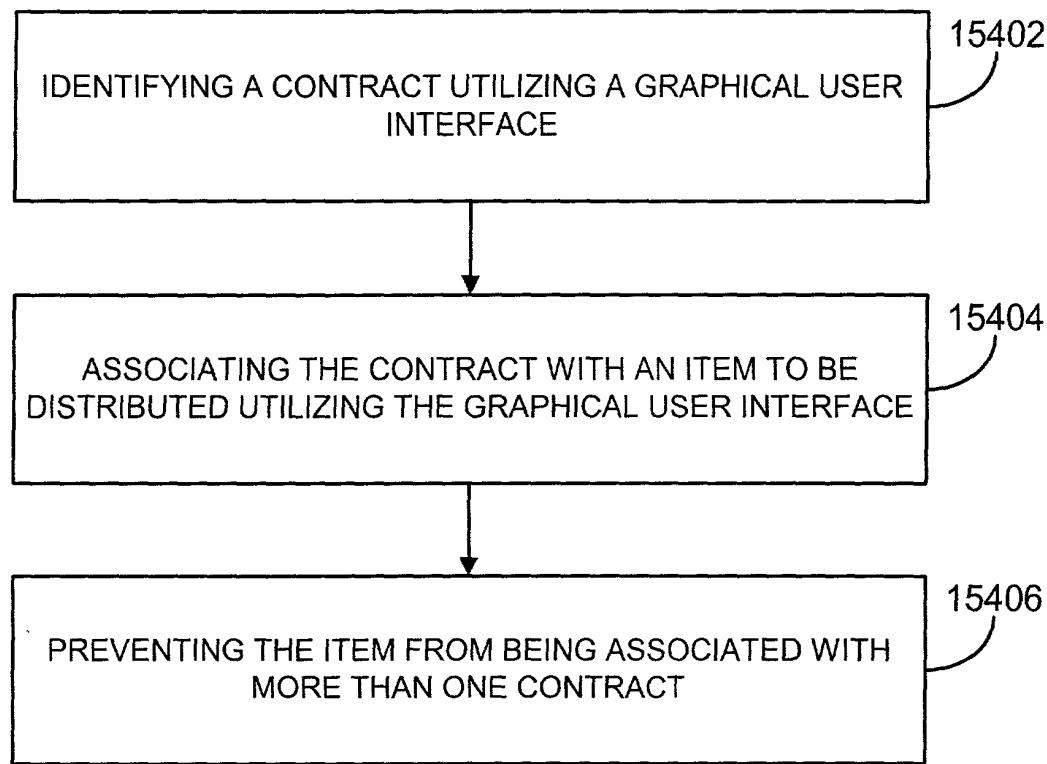
FIG. 152

15300

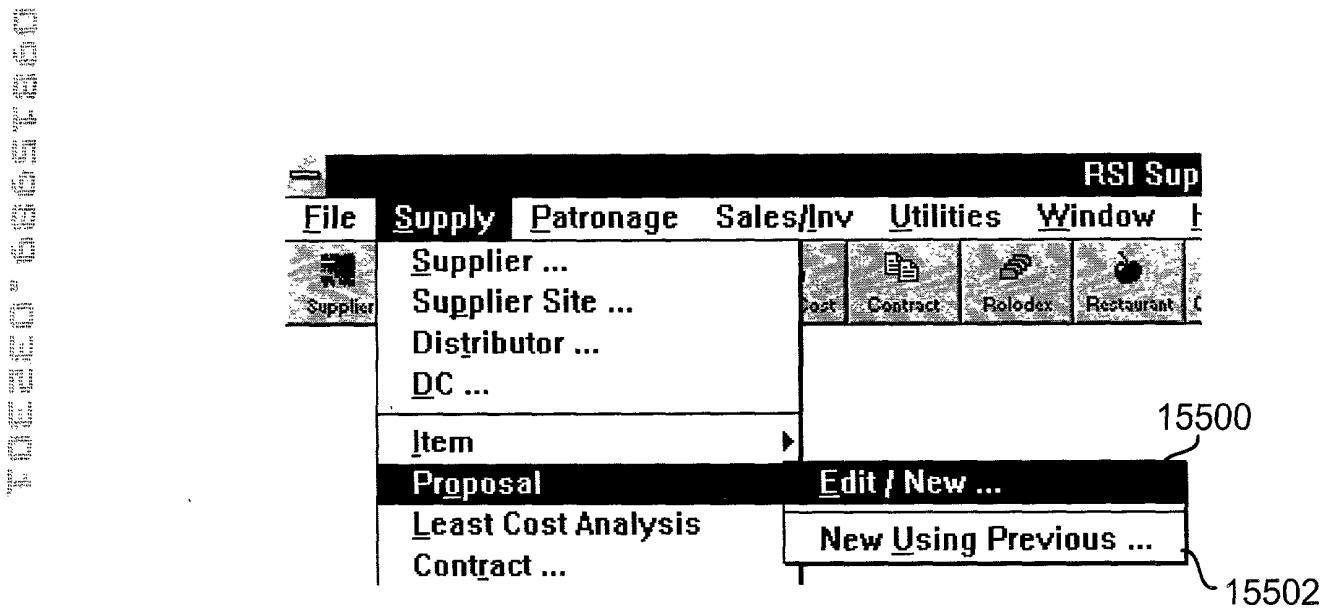


FIG. 153

15400



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1024

**Proposal Name:** Foam Hot Cups & Polystyrene Lids

**Buyer Name:** Dennis Clabby

**Proposal Due Date:** 06/12/97

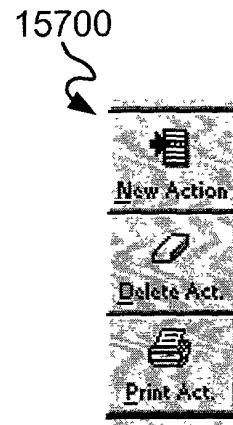
**Contract Begin Date:** 07/01/97

**Contract End Date:** 06/30/98

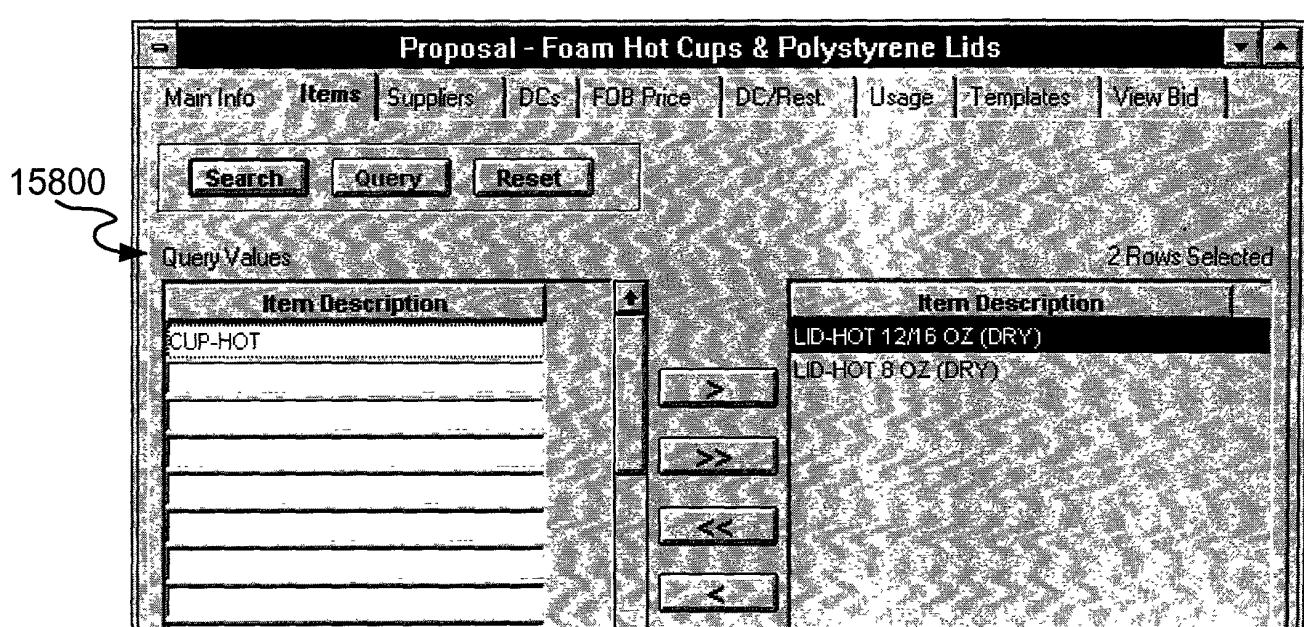
**Actions**

#	Date:	Action Description:
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

FIG. 156



**FIG. 157**



**FIG. 158**

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bid																																								
	<b>Items</b>																																															
	<b>Search</b>	<b>Query</b>	<b>Reset</b>																																													
<b>6 Rows Found</b>																																																
<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td>DRY</td> <td>15902</td> <td></td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td>DRY</td> <td>&gt;&gt;</td> <td></td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td>DRY</td> <td>&gt;&gt;</td> <td></td> </tr> </tbody> </table>				Item Description				CUP-HOT 12 OZ (PAPER)	DRY	15902		CUP-HOT 16 OZ (PAPER)	DRY	>>		CUP-HOT 8 OZ (PAPER)	DRY	>>		<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>					Item Description				CUP-HOT 12 OZ (DRY)				CUP-HOT 16 OZ (500 CT) (DRY)				CUP-HOT 8 OZ (DRY)				LID-HOT 12/16 OZ (DRY)				LID-HOT 8 OZ (DRY)			
Item Description																																																
CUP-HOT 12 OZ (PAPER)	DRY	15902																																														
CUP-HOT 16 OZ (PAPER)	DRY	>>																																														
CUP-HOT 8 OZ (PAPER)	DRY	>>																																														
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LID-HOT 8 OZ (DRY)																																																
				<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td>15906</td> <td></td> </tr> <tr> <td></td> <td></td> <td>&lt;&lt;</td> <td></td> </tr> <tr> <td></td> <td></td> <td>&lt;</td> <td>15908</td> </tr> </tbody> </table>					Item Description						15906				<<				<	15908																								
Item Description																																																
		15906																																														
		<<																																														
		<	15908																																													

**FIG. 159**

16000

**Main Info** **Items** **Suppliers** **DCs** **FOB Price** **DC/Rest** **Usage** **Templates** **Recreate Bid**

Select The Appropriate FOB Price Component Worksheet For Each Item.

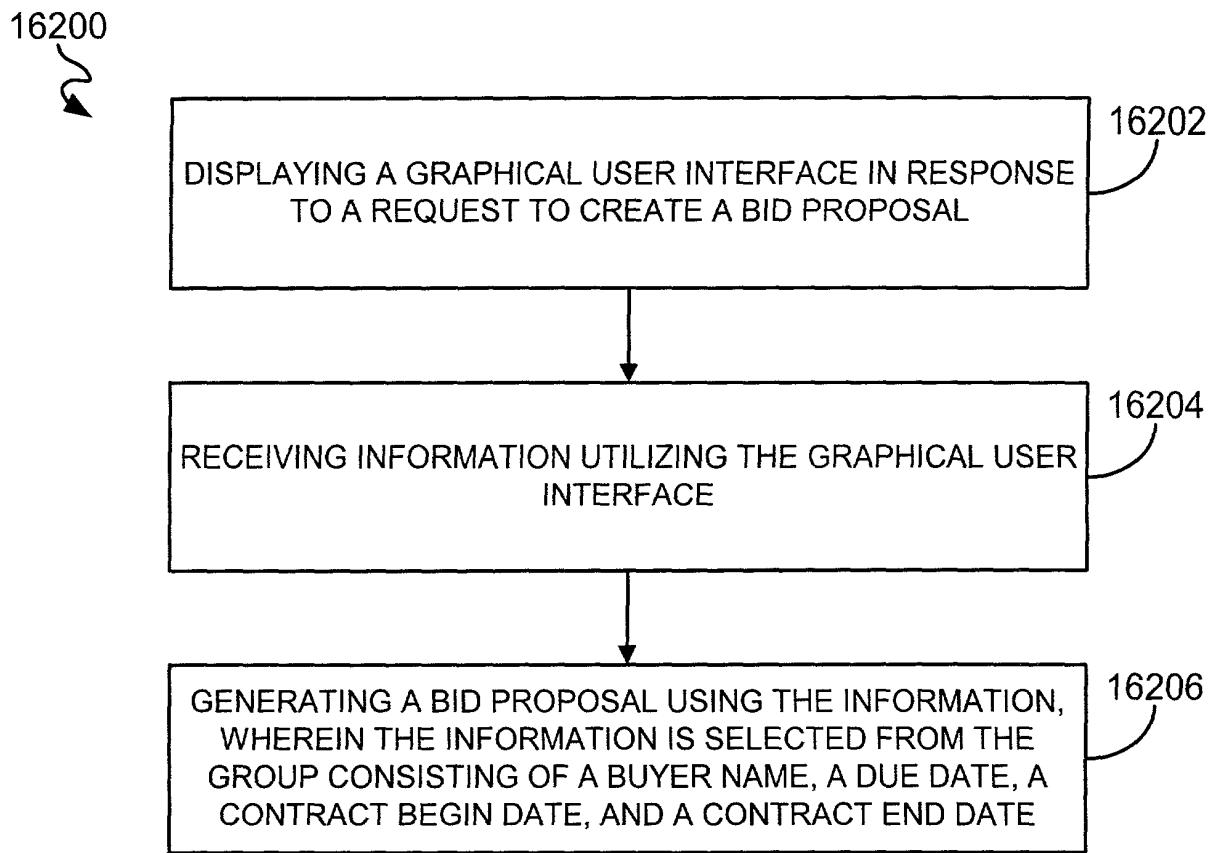
Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components (None Selected) Generic FOB Pricing Mayonaise Components

**FIG. 160**

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period		
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97		
CHICKEN-PATTY	7.00%	37.00	1.09			
CHICKEN-TENDERS	0.00%	25.00	1.06			
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161



**FIG. 162**

16300  
16400

16300



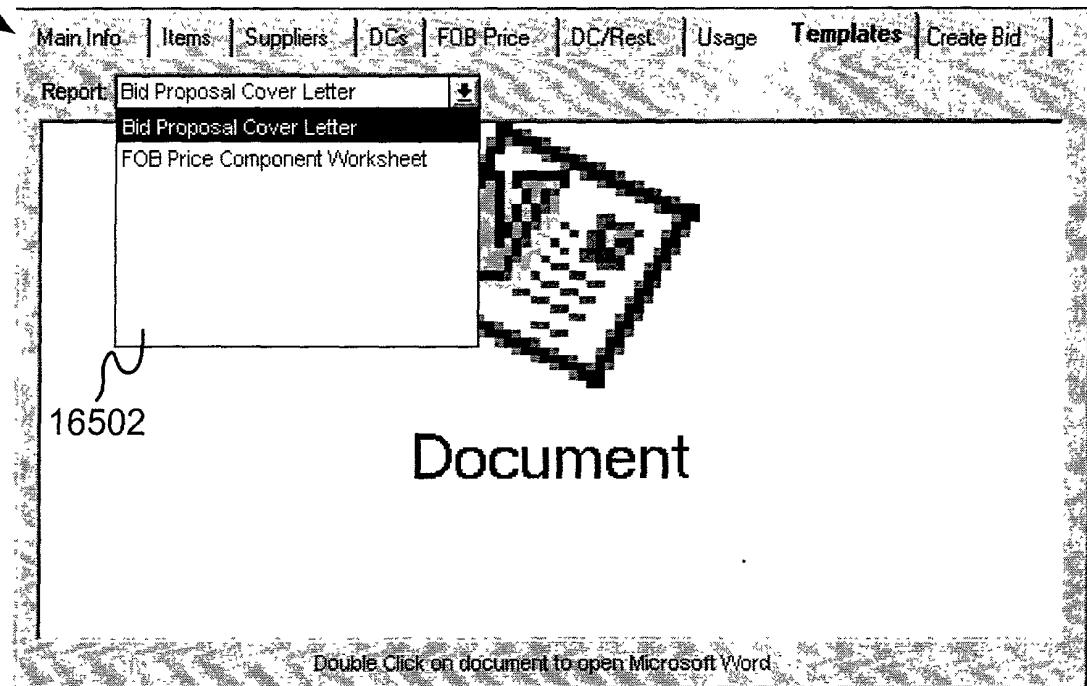
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>	<i>Y/N</i>	
<b>Bid Proposal Cover Letter</b>	?	?	Y
<b>General Terms and Conditions</b>	?	?	N
<b>Usage Estimates</b>	?	?	N
<b>Supplier Facility Worksheets</b>	?	?	N
<b>Item Information Worksheets</b>	?	?	X
<b>Sample Supply Agreement</b>	?	?	N
<b>BK Specification Request</b>	?	?	N
<b>FOB Price Component</b>	?	?	Y
<b>Truckload Freight Worksheet</b>	?	?	N
<b>LTL Freight Worksheet</b>	?	?	N

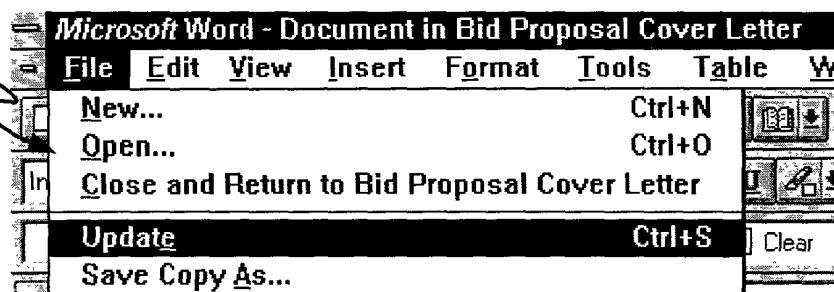
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid | Bid Proposal Sent

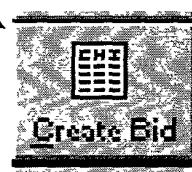
Bid Proposal Will Include Checked Documents

<b>General</b>	<b>Cost</b>
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	Blank Sheets
Item Information Worksheet <input checked="" type="checkbox"/>	Supplier Facility Worksheet <input checked="" type="checkbox"/>
Sample Supply Agreement <input checked="" type="checkbox"/>	Item Information Worksheet <input checked="" type="checkbox"/>
BK Specification Request <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>	
LTL Freight Worksheet <input checked="" type="checkbox"/>	

\* LTL Freight Worksheet will be printed by system if necessary.

FIG. 167

16800



16900

Report Date: 7/2/97 Supplier: (all)

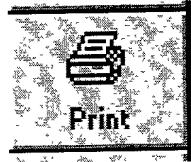
Item Information Worksheet  
Bid Proposal Cover Letter  
FOB Price Component Worksheet  
General Terms & Conditions  
**Item Information Worksheet**  
LTL Freight Worksheet  
Sample Supply Agreement  
Supplier Facility Worksheet

**Restaurant Services, Inc.  
Item Information Worksheet**

ATTY  
DS

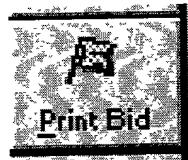
FIG. 169

17000

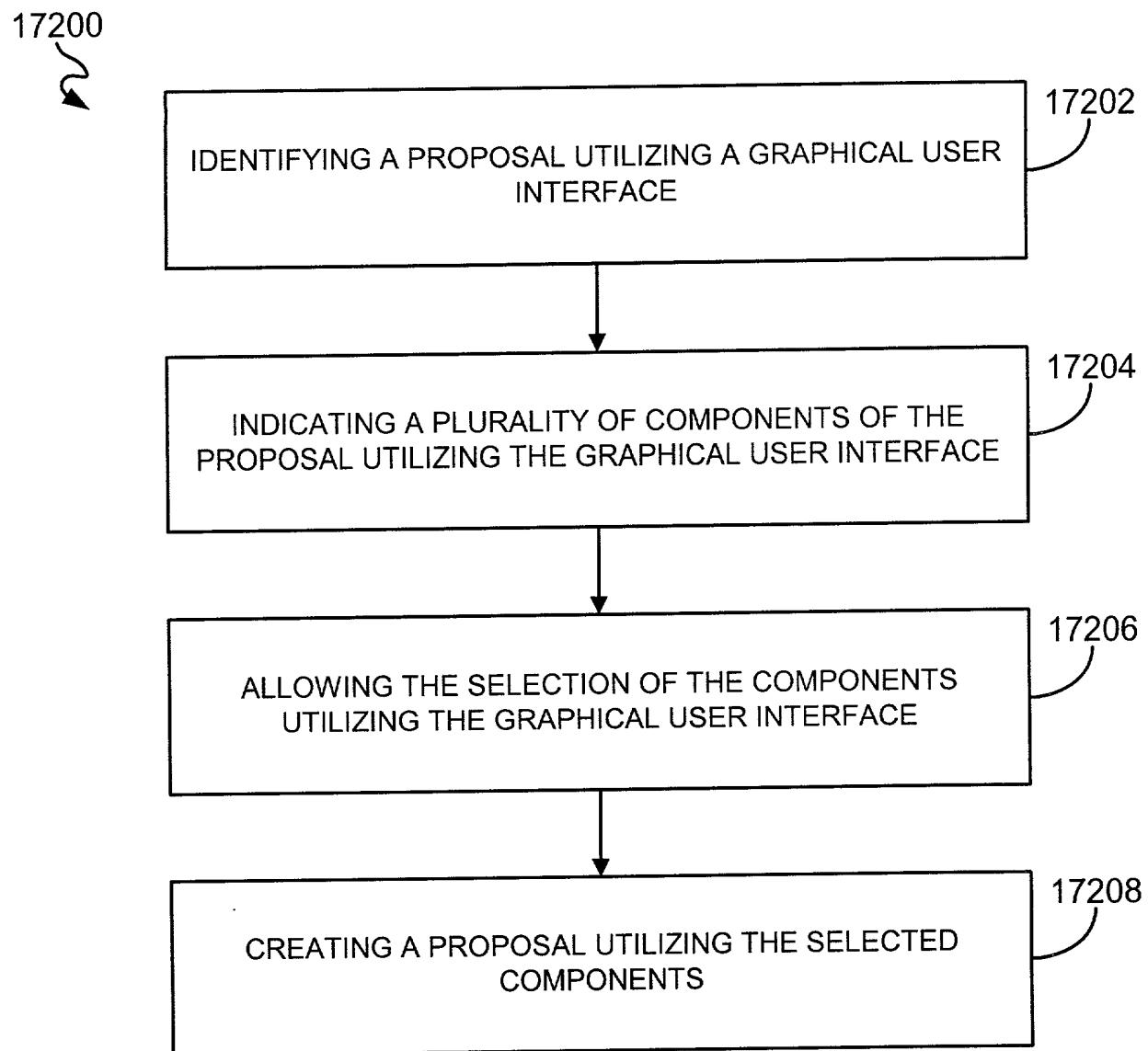


**FIG. 170**

17100

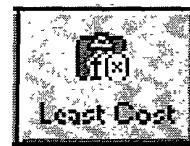


**FIG. 171**



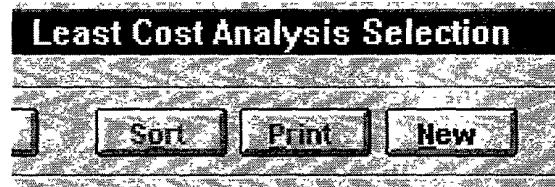
**FIG. 172**

17300



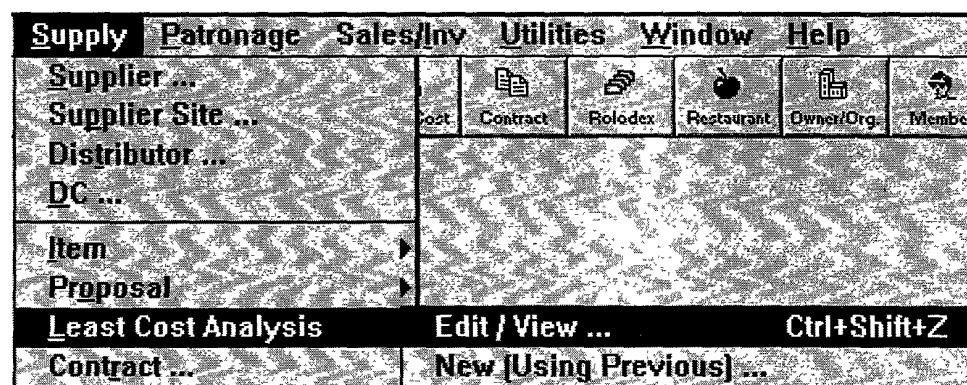
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name:	Hash Brown Actual
Analysis ID:	1036
Buyer:	Dennis Clabby
Period of Agreement:	10/1/97 - THRU 9/30/98
Unit Of Measure:	CASE(S)

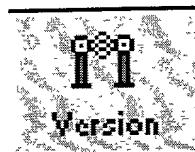
FIG. 178

17900

Base version	One FOB
What is the max # of FOB points to allocate to each DC ?	One FOB
What is the pricing method for this version ?	FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation?	No
Solution Strategy:	Standard
Last Revision:	9/15/97 1:04 PM

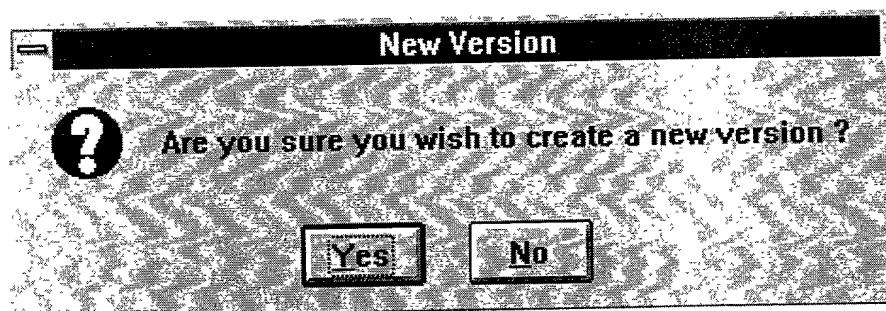
FIG. 179

18000



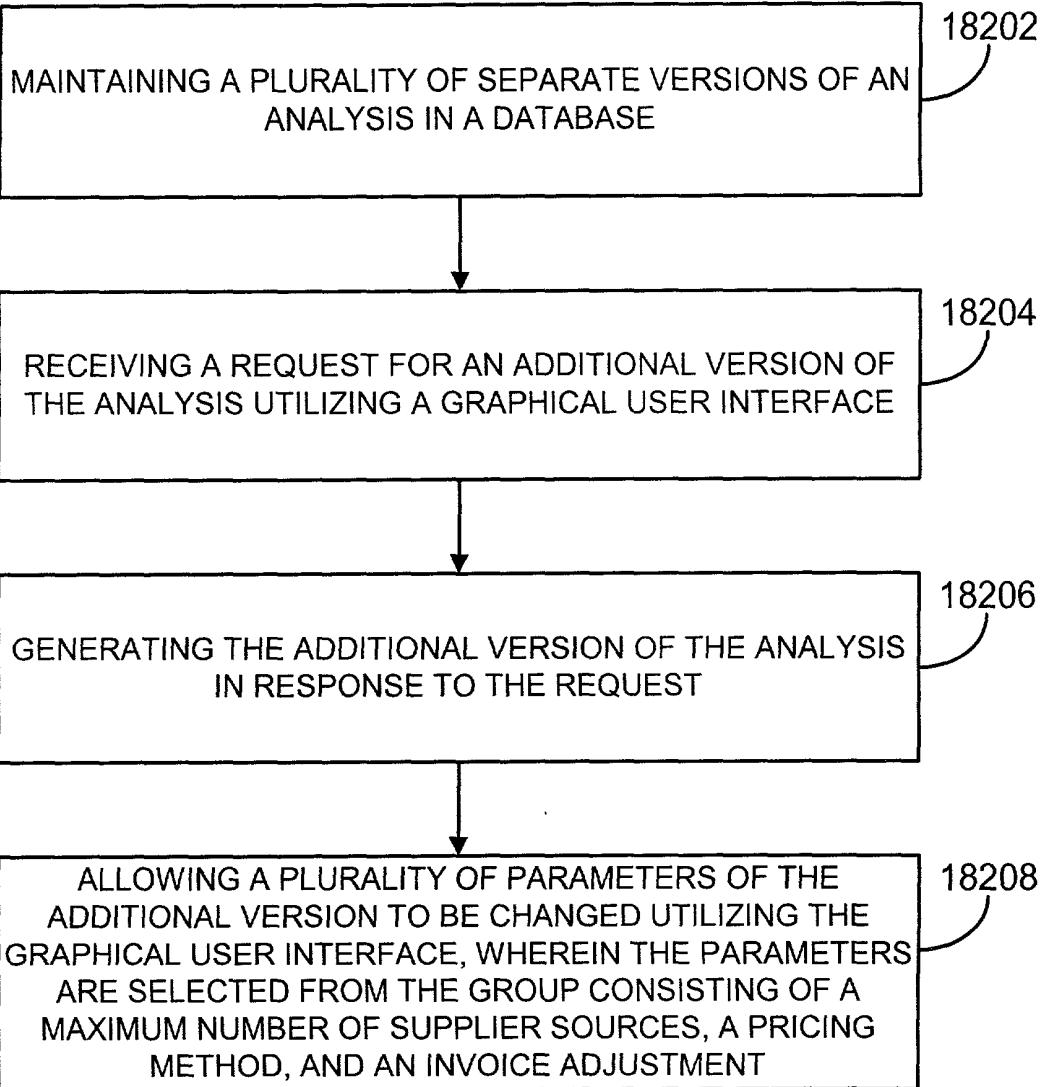
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

18302

Query Values

Supplier FOB
DOP

Search    Query    Reset

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE

>    >>

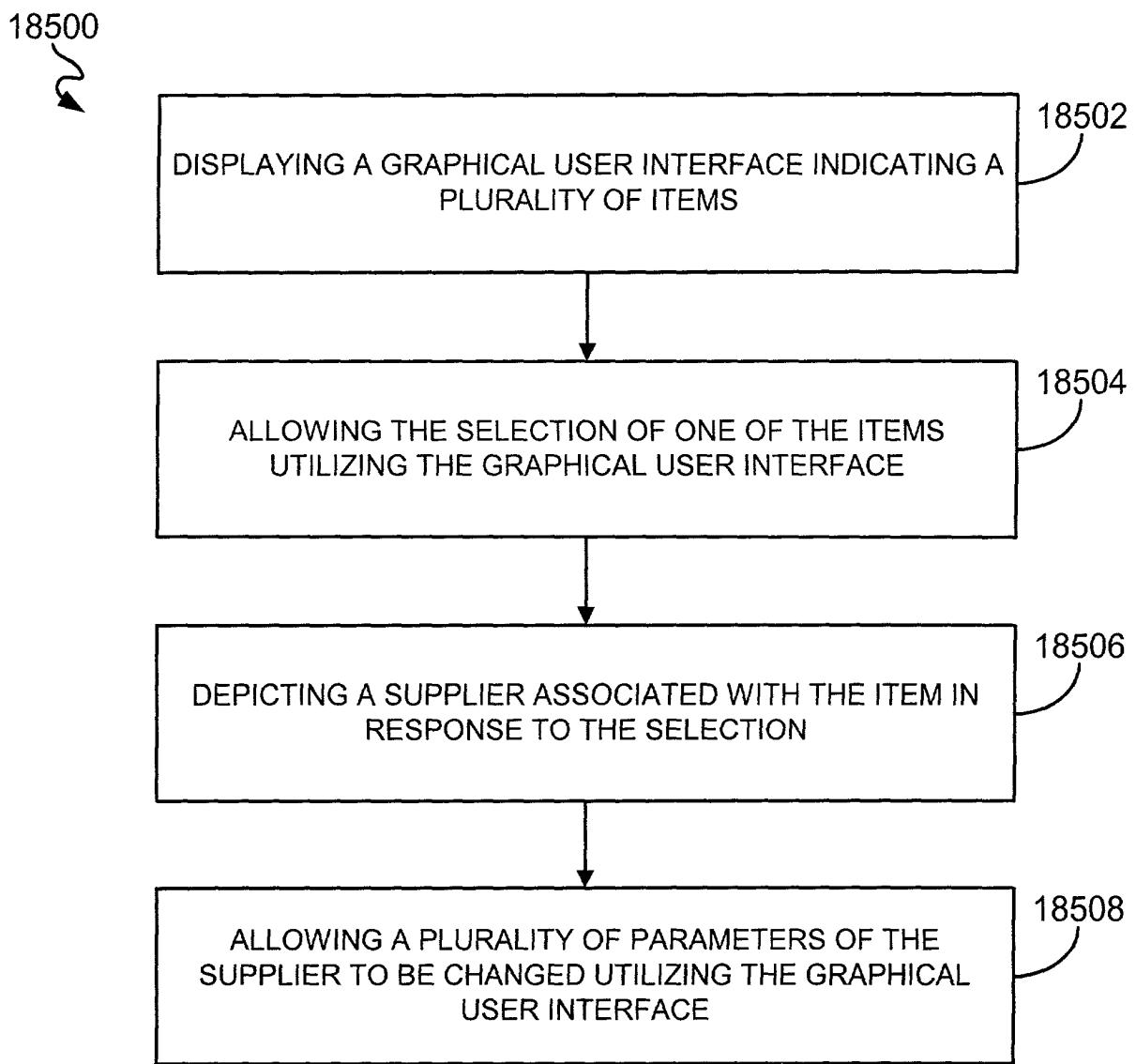
**FIG. 183**

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	ICP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case UOM INCHES)		Gross Weight:	29.28 POUNDS)
		Net Weight:	27.28 POUNDS)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

**FIG. 189**

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

**FIG. 190**

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC. PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

**FIG. 195**

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700

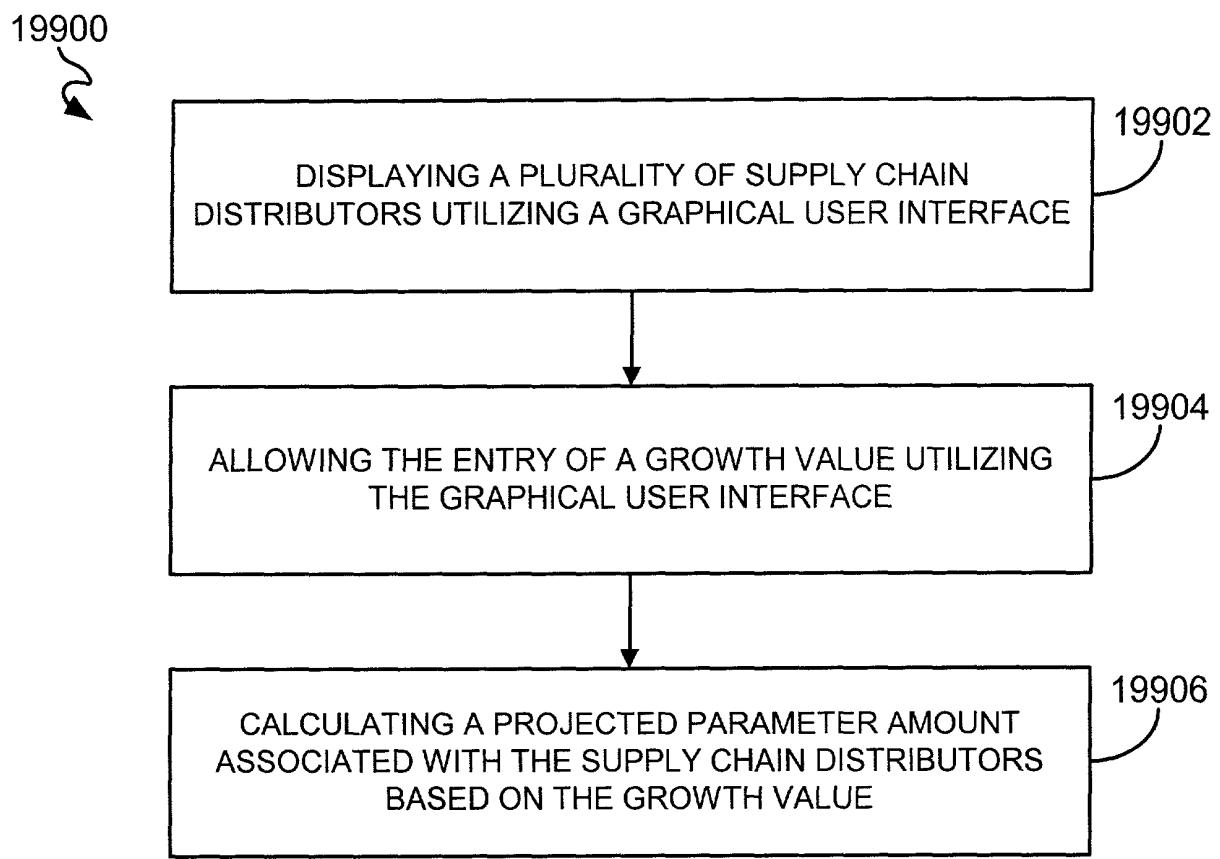
Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PI-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[ ]
AMERISERVEPOST-DENVER	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[ ]
AMERISERVEPOST-SALT LAKE, UT	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[ ]
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[ ]
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	[ ]

20002

**FIG. 200**

20100

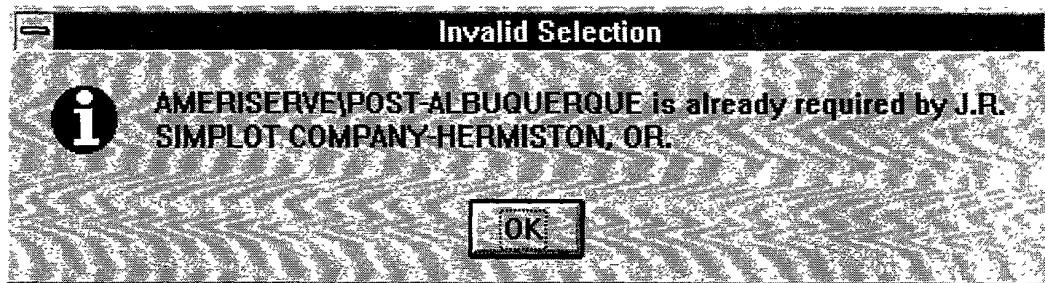
Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction
AMERISERVEPOST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVEPOST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

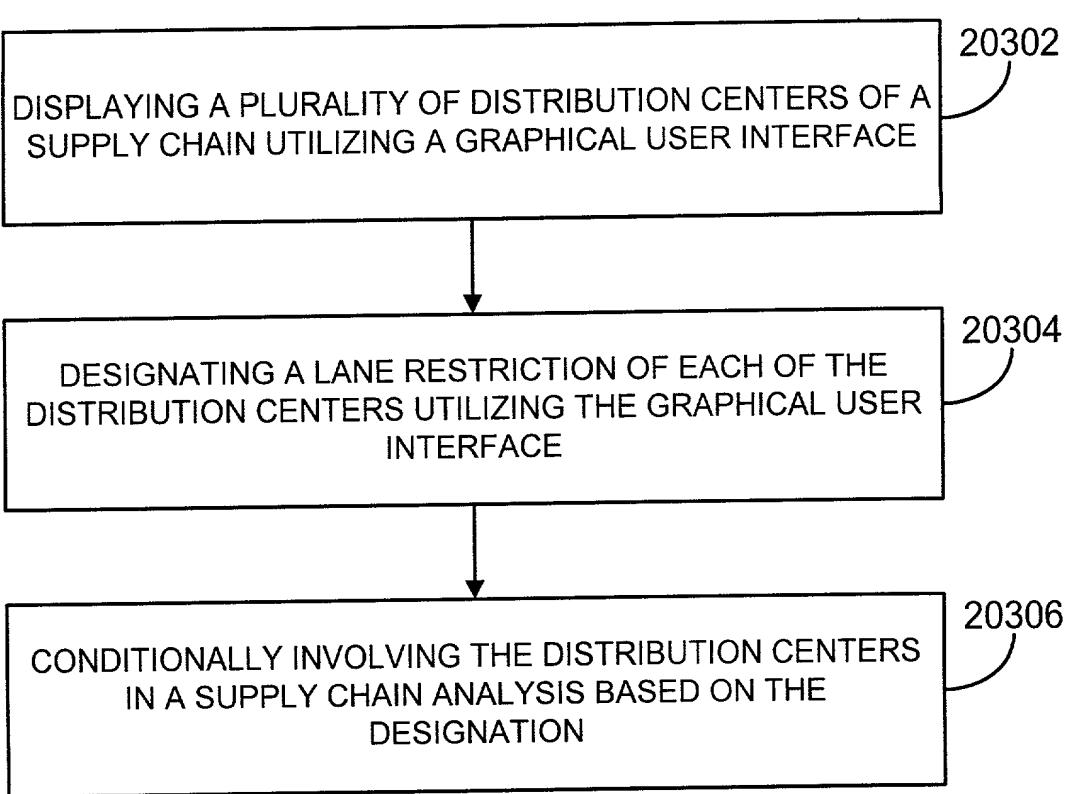
**FIG. 201**

20200



**FIG. 202**

20300



**FIG. 203**

20400

The screenshot displays a software application window. At the top left, there is a vertical column of numbers: 20400, 20500, 20600, 20700, 20800, 20900, 21000, 21100, 21200, 21300, 21400, 21500, 21600, 21700, 21800, 21900, 22000, 22100, 22200, 22300, 22400, 22500, 22600, 22700, 22800, 22900, 23000, 23100, 23200, 23300, 23400, 23500, 23600, 23700, 23800, 23900, 24000.

**Supplier FOB**

Supplier FOB	Address
CAVENDISH FARMS	Dieppe NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston OR 99399
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls ID 83211

**Distribution Center**

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

**FIG. 204**

20500

The screenshot displays a software application window. At the top left, there is a vertical column of numbers: 20400, 20500, 20600, 20700, 20800, 20900, 21000, 21100, 21200, 21300, 21400, 21500, 21600, 21700, 21800, 21900, 22000, 22100, 22200, 22300, 22400, 22500, 22600, 22700, 22800, 22900, 23000, 23100, 23200, 23300, 23400, 23500, 23600, 23700, 23800, 23900, 24000.

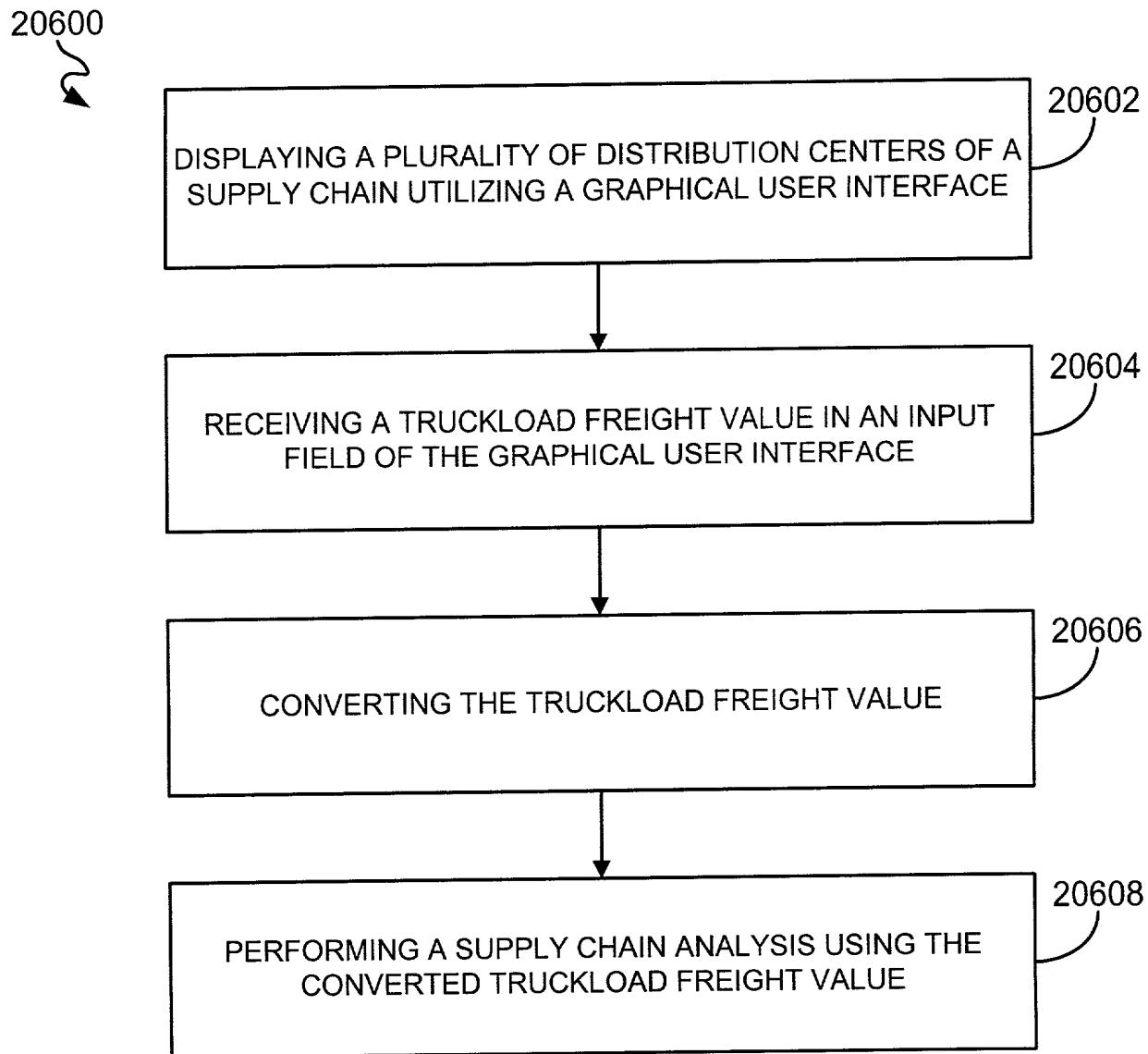
**Supplier FOB**

Supplier FOB	Address
O.K. FOODS-FORT SMITH AR	Fort Smith AR 72904
TYSON FOODS-GREEN FORREST, AR	Green Forest AR 72638
TYSON FOODS-RUSSELLVILLE AR	Russellville AR 72801

**Distribution Center**

Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

**FIG. 205**

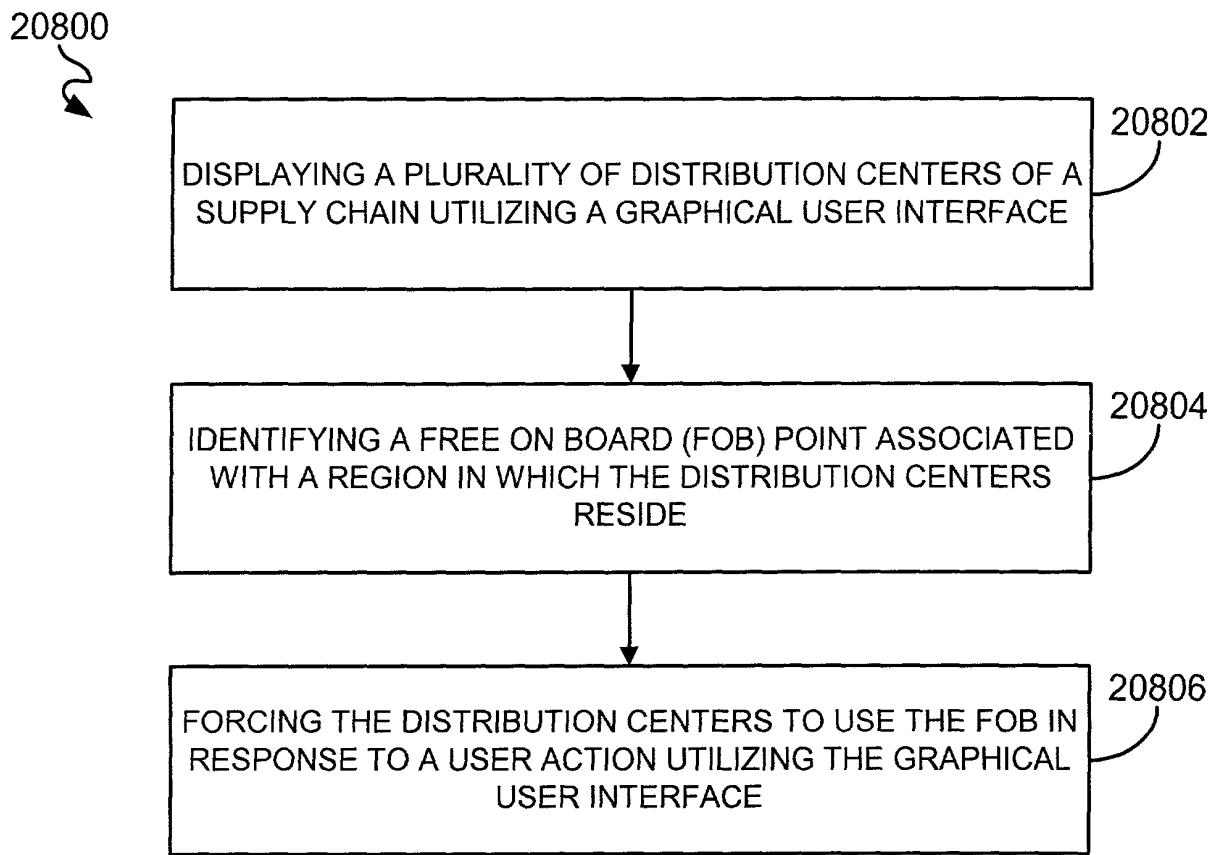


**FIG. 206**

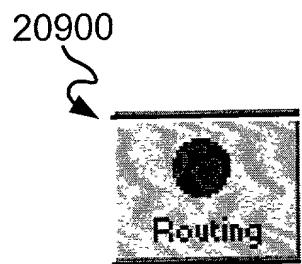
20700

<b>Analysis Region:</b> MCCABE-PORTLAND/RMV/ANCHORAGE	<b>Force FOB:</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Distribution Center Name:</b> MCCABE QUALITY FOODS-PORTLAND RESTAURANTS MV-ANCHORAGE	<b>Site Role:</b> Corporate & FOB Point Corporate & FOB Point

**FIG. 207**



**FIG. 208**



**FIG. 209**

21000

**Report Selection**

**Report Type:** Optimal Product Routing

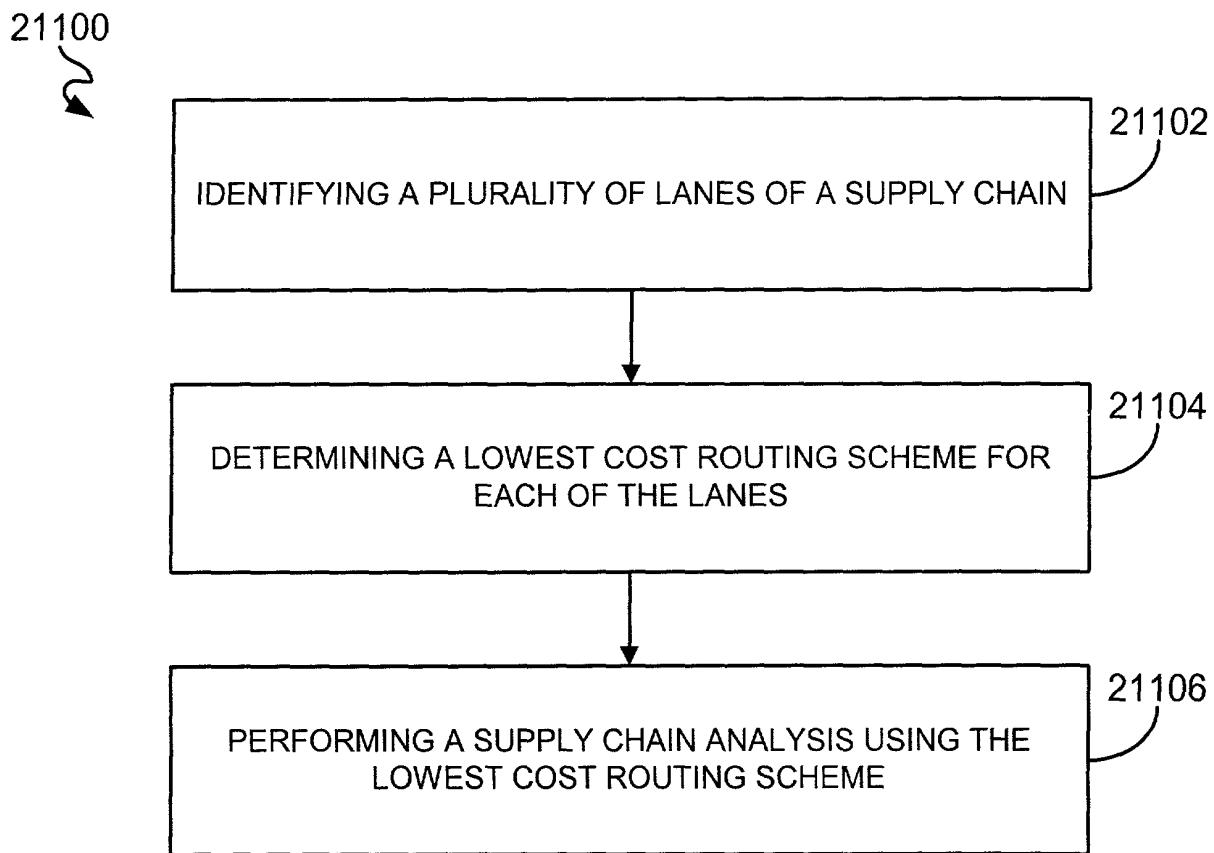
**Report Parameters:**

- Supplier: (All)
- Supplier FOB: (All)
- Distribution Center: (All)

**Report Name:**

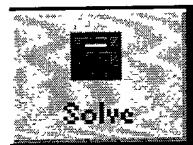
- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

**FIG. 210**



**FIG. 211**

21200



**FIG. 212**

21300

21302

Report Selection	
Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	New Capacity & Prices

**FIG. 213**

21400	Awarded Volume by Item - Detail
	Awarded Volume by Item - Detail
	Awarded Volume by Item - Freight
	Awarded Volume by Item - Summary
	Competing DC Freight Analysis by Item
	Lane Assignment Matrix
	Lane Weighted Average Delivered Cost

**FIG. 214**

21500	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)
	Invoice FOB Detail Comparison (with conversion)
	Invoice FOB Savings Comparison (no conversion)
	Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

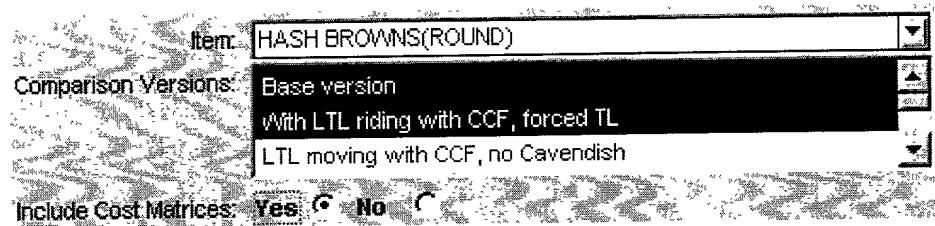
Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700	Report Name:
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800

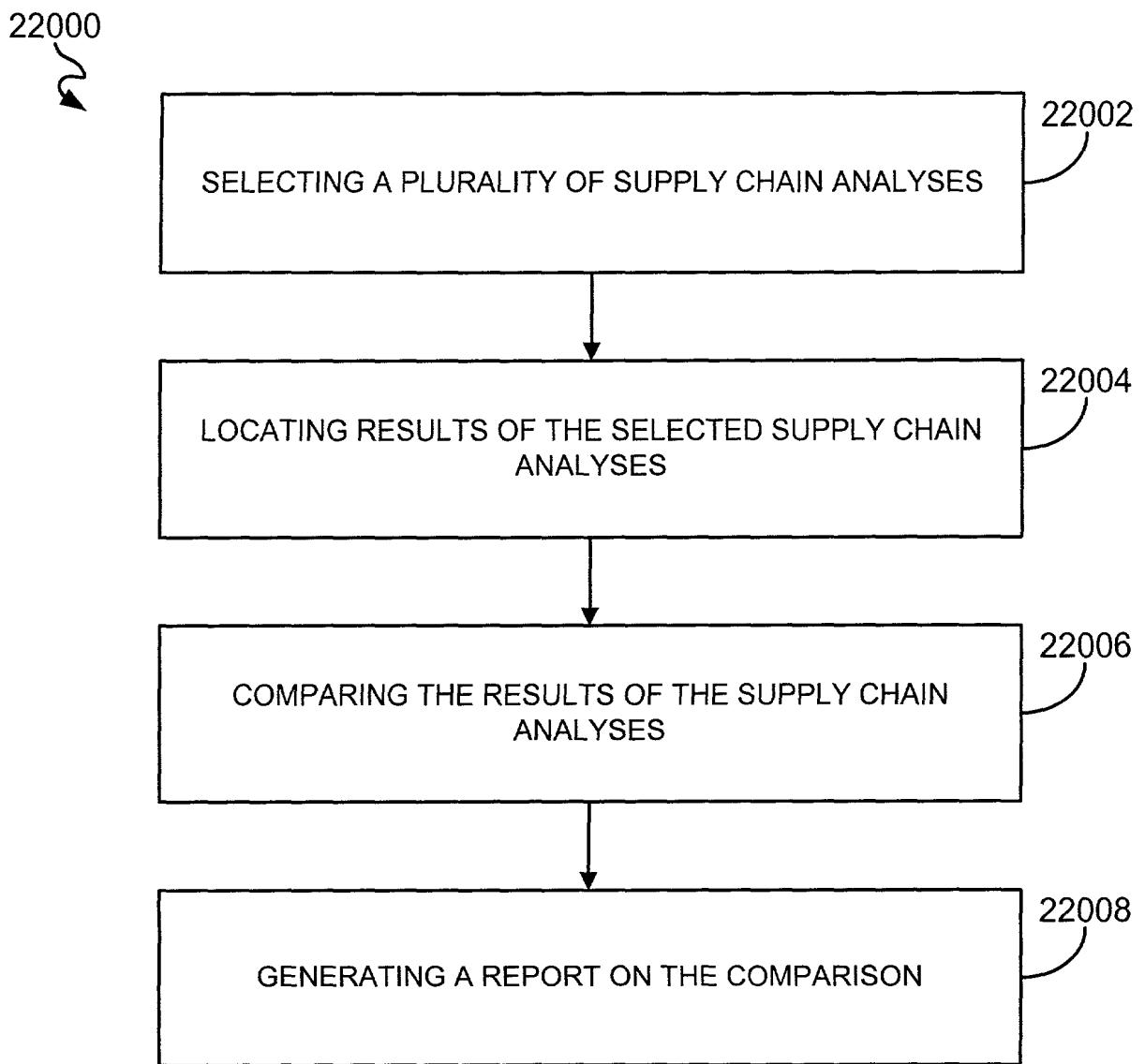


**FIG. 218**

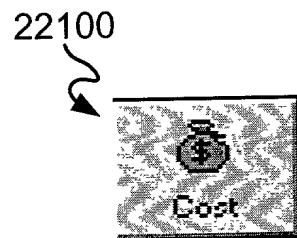
21900



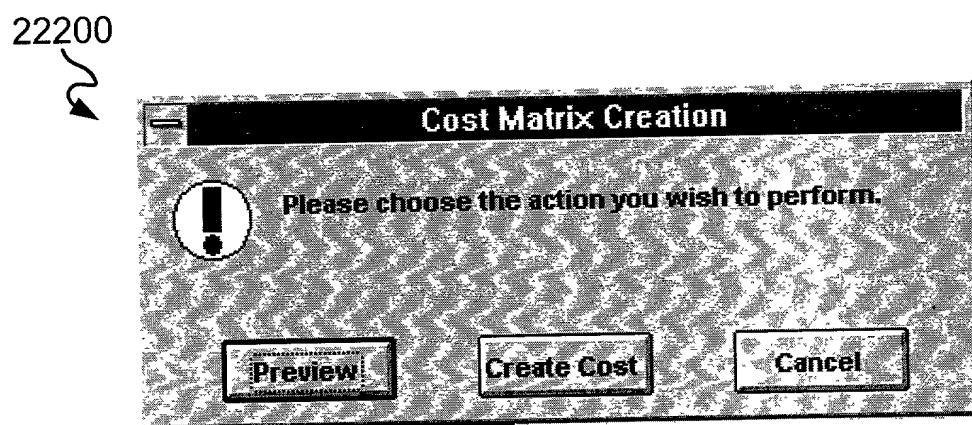
**FIG. 219**



**FIG. 220**



**FIG. 221**



**FIG. 222**

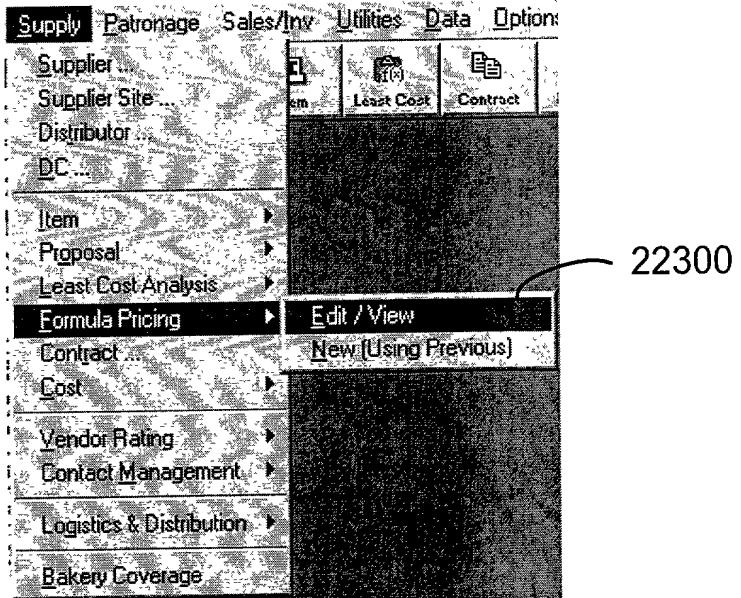


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 42

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01      From: 03/23/01      To: 04/03/01

Cost Matrix Begin Date: 03/15/01      End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Date	FRESH DOM 60% TRIM	FRESH DOM 65% TRIM	FRESH DOM 70% TRIM	FRESH DOM 75% LEAN	FRESH DOM 80% LEAN	FRESH DOM 85% LEAN BL	FRESH DOM 90% LEAN	FRESH DOM 90% LEAN VW	FRESH DOM 90% LEAN BL	FRZN	IMP-AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7950
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8845	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	0.8000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9670	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9530	0.8840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

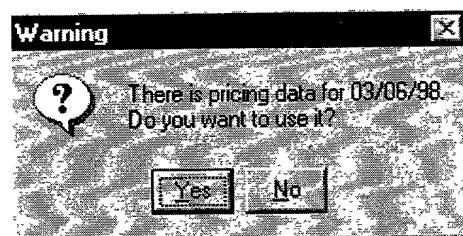


FIG. 226

22700

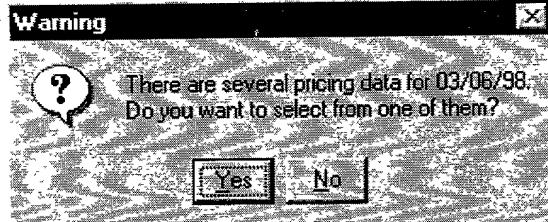


FIG. 227

22800

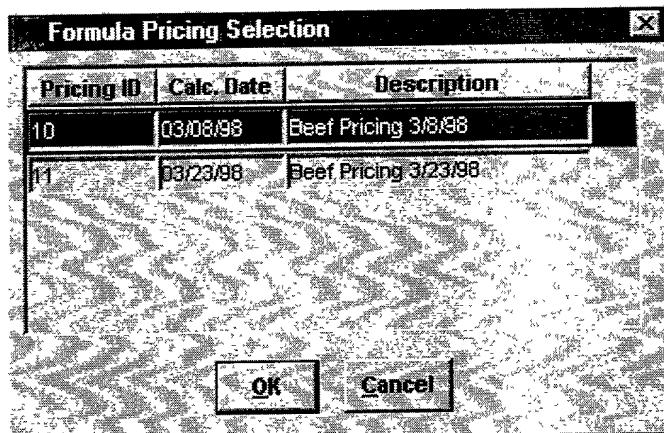


FIG. 228

22900

The window title is "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs: General Info, Pricing, Freight, Formulas, Block Cost, Adjustments. The "Freight" tab is selected.

**Supplier FOB**

AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

**Material Type**      **Freight Amt**

Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																							
	General Info		Pricing		Freight		Formulas		Block Cost		Adjustments												
Formula	F050TR	Pct.	Cost	F06STR	Pct.	Cost	FD73IC	Pct.	Cost	F08ILC	Pct.	Cost	FD85LM	Pct.	Cost	FD90LC	Pct.	Cost	IMAUS	Pct.	Cost	LFB	Total
AFS-1	0.9120	0.2671									0.1680	0.2134	0.4000	0.3924	0.1000	0.0911	0.9849					0.9941	
DIV-1	0.9400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3138								0.9866	
GS-1	0.9270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9721					0.9721	
S&C-1	0.9414	0.2200						0.2179	0.2026	0.2179	0.2153	0.2179	0.2386								0.9684		
SER-1	0.9250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9916					0.9916	
TEX-1	0.9390	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9765					0.9765	
WH-1	0.9250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9721					0.9721	
WIS-1	0.9325	0.2977									0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	0.9818					0.9818	

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98							
	General Info		Pricing		Block Cost		Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?	
AFS-1	0.9640	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>	
SER-1	0.9684	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>	
TEX-1	0.9916	0.99	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>	
WH-1	0.9765	0.98	\$0.9939	0.1334	\$1.1536	<input checked="" type="checkbox"/>	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>	

FIG. 231

23200

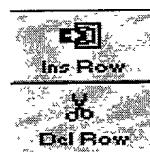
Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount Adjustment Desc

0.1500 Upcharge

**FIG. 232**

23400



**FIG. 233**



**FIG. 234**

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

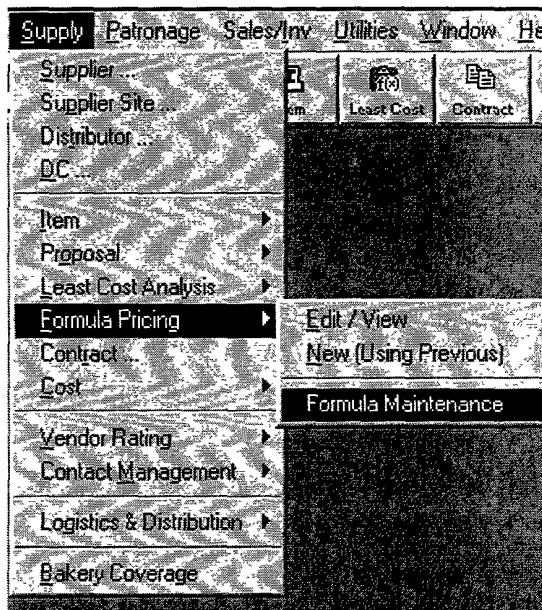


FIG. 236